



**HITEK**  
VIETNAM SOFTWARE OUTSOURCING COMPANY

**VIETNAM**

**A Destination for  
Endless Possibilities**

2024

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01.

# Vietnam – An Overview

# Vietnam – A Destination of Endless Possibilities



Vietnam's GDP is projected to increase by 5.8% in 2024, placing it among the top 20 fastest-growing economies globally.

- 2023



"Vietnam is one of only three countries to hold a record for outstanding development achievements for 13 consecutive years."

- 2023



by Google, TEMASEK and Bain & Company

"Vietnam's digital economy reached \$23B in 2022 and is on course for around \$50B by 2025 – the fastest-growing market in the region."

- 2022



Ranked 39th worldwide in AI readiness, reflecting the government's capability to leverage AI for public service delivery.

- 2023



Vietnam's demographics continue to be a key strength, with a population of 100 million that is young, entrepreneurial, and tech-savvy, benefiting from a 'golden population' structure.

- 2024



# Vietnam: A Transformative Journey

2000 – 2020

2020 – 2022

2022 – 2024

2025 and onwards

## Digital X



Introduction of the **Vietnam e-Government Architecture Framework** (2013) and the **National Public Service Portal** (2014) made way for technological advancements. **Hitek Software** began working on early e-government initiatives.

Exponential DX growth during and post-Covid, including IT spending, digital platforms, e-commerce, and digital payments. Vietnam became a top destination for global IT services, with **Hitek Software** achieving over 100% revenue growth in DX.

Vietnam is poised as an **emerging IT Hub**, experiencing positive FDI growth every year. **Hitek Software** became the corporation to join **in global IT services**.

**Vietnam's National Digital Transformation Programme** by 2025, oriented towards 2030 aims at promoting three pillars (digital government, digital economy, and digital society) delivered on one digital platform.

## Green X



Vietnam adopted the **National Green Growth Strategy** (2012), focusing on reducing greenhouse gas emissions, promoting renewable energy and green lifestyle.

Vietnam issued first internationally verified green bonds (2022) LEGO's first carbon neutral factory begun construction Vietnam (2022)

**Vietnam ESG Initiative 2024:** Driving sustainable development practices to boost competitiveness and access green capital.

**Hitek Software** is committed to achieve **Net Zero target** by 2040, a decade earlier than Vietnam's carbon neutrality commitment by 2050.

## Intelligence X



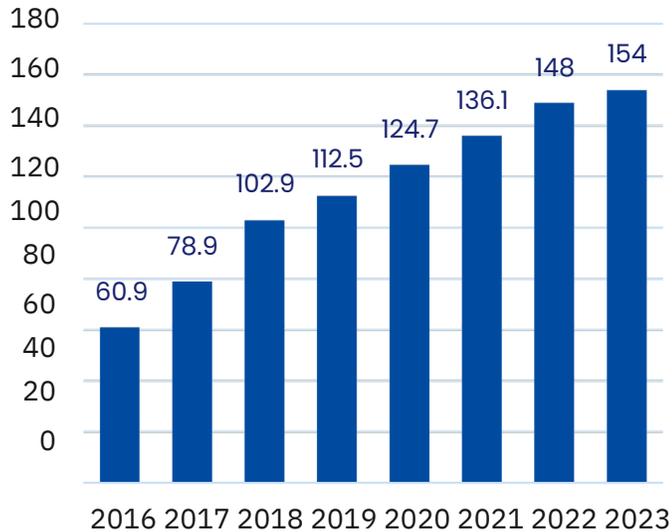
Establishment of AI Research Labs by universities and private companies.

Vietnam's **National Strategy on Research and Application of Artificial Intelligence (AI)** was officially approved (2021)

Vietnam ranked 39/193 countries in terms of **global AI readiness**(2024) **Hitek Software** signed an MoU (2024)

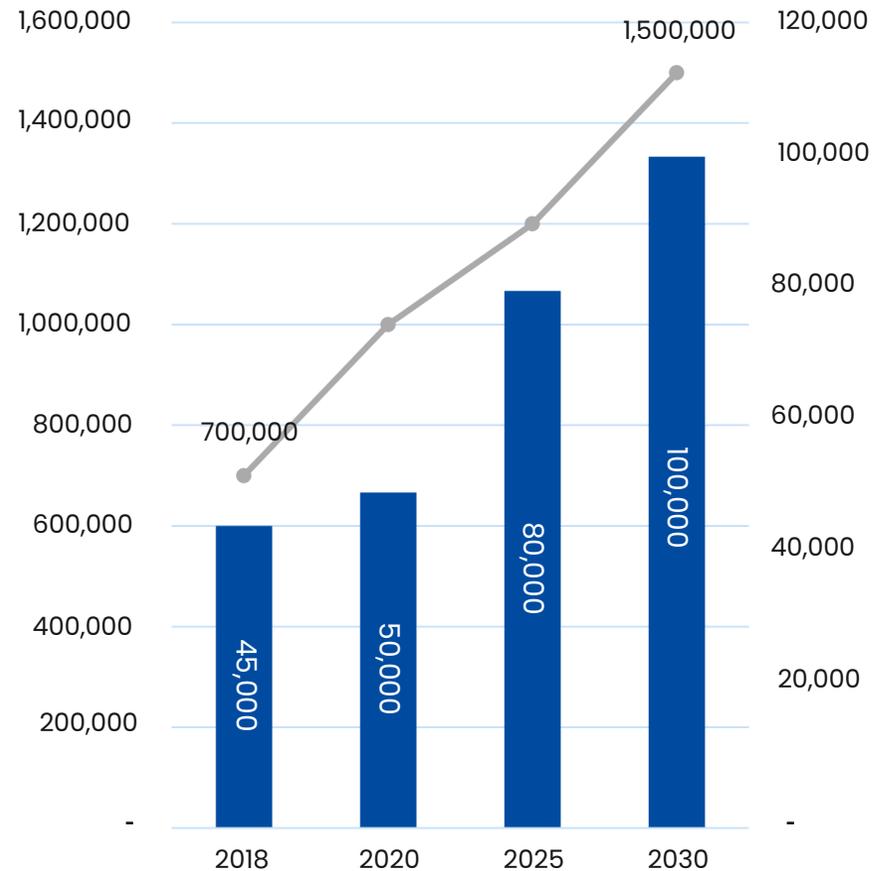
Vietnam aims to be among the top 50 countries in **AI** research& development. The **semiconductor** industry is forecasted to grow up to US\$30 billion in value, with a pipeline of 50,000 semiconductor engineers (by 2030)

## ICT Revenue 2016-2022



**US\$ 154 B**  
**2023 Revenue**  
**70,000+**  
**Technology Firms**

## Digital Technology Companies & Workforce By 2030



Source: TopDEVVietnam IT Market Report 2022

## Strongest Tech Industries

-  **Fintech**
-  **E-Commerce**
-  **EdTech**
-  **AI & Machine Learning**
-  **Electronics & Hardware**

02.

# Possibilities Powered by Geopolitical Stability

## 1 Outstanding economic growth rate

- Vietnam's GDP growth is expected to remain among the world's fastest-growing economies, at **5.8 – 6.0% in 2024**.
  - Among the top 20 fastest growing economies in the last decade, with an average real GDP growth rate of 6.1%.
- 

## 2 Emerging destination for investment

- FDI inflow hit US\$36.61 billion in 2023, a 32.1% year-on-year increase.
  - 1 in 5 countries that together, have attracted over 10% of global greenfield investment since 2017.
  - Ranked 7th in the 2023 Global ServiceLocation Index – a measure of offshoring destinations' attractiveness
- 

## 3 Political stability setting the foundation

- Ranked #16 in Asia on the political stability index (China –#27, India –#31)
  - Ranked #41 in Global Peace Index in 2023.
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## 4 Appealing Business Environment

- Free trade agreements with 56 economies.
  - Investment incentives available for 14 sectors (e.g., high-tech, IT products, software products)
  - Attractive tax incentives: CIT incentives available, including a preferential tax rate and tax holidays.
- 

# Strengthening the global connection (part 1)

As of 2023, Vietnam has developed diplomatic relations with 191 countries and established comprehensive strategic partnership with 7 nations, including China, Russia, India, the Republic of Korea, the United States of America, Japan and Australia.



Since: 2023



Since: 2008



Since: 2022

## Highlights

- The US is Vietnam's **largest** export market.
- Vietnam is the US' **6th largest** trading partner by import value.

- Vietnam is China's **8th largest** trade partner.
- China is Vietnam's **6th largest** investor.

- **Largest** investor in Vietnam.
- **Largest** investor in Vietnam. Vietnam is the **third largest** trading partner of the RoK.

## Areas of collaboration

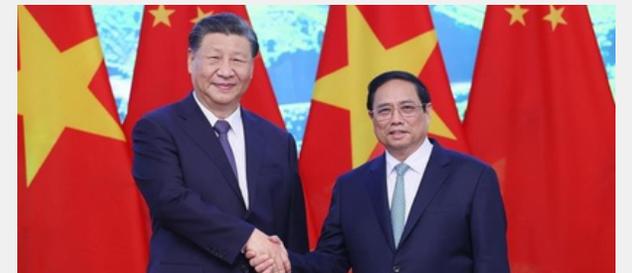
- **Semiconductor:** launched the semiconductor workforce development initiatives with an initial seed funding of \$2 million from the U.S. government.
- **Digital infrastructure:** explore the launch of O-RAN training lab in Vietnam, secure 5G and emerging technologies adoption.

- **Infrastructure:** promote standard-gauge railway connectivity across borders, accelerate the connection and construction of border infrastructure.
- **Intensify investment** in agriculture, energy, digital economy, and green development.

- **Technology:** e.g., the RoK to share its database on artificial intelligence (AI), support with capacity improvement training, establish R&D centers.
- **Minerals:** signed MoU to establish a joint supply chain center for rare earths and minerals.
- **Energy:** cooperation projects in natural gas and hydrogen.



US President Joe Biden on a state visit to Vietnam in September 2023



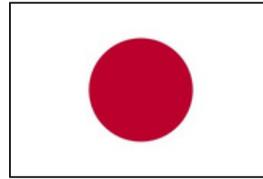
Chinese President Xi Jinping on a state visit to Vietnam in December 2023



RoK President Yoon Suk Yeon on a state visit to Vietnam in June 2023



Since: 2024



Since: 2023



Since: 2016



Since: 2012

## Areas of collaboration

- **Agriculture:** promote technical, research collaboration and capacity development initiatives for sustainable agriculture.
- Deepen cooperation on **digital transition** and **digital inclusion**, including through a Digital Economy Memorandum of Understanding.
- **Education:** enable Australian universities to open foreign branch campuses in Vietnam.

- Japan is Vietnam's **third largest** investor.
- **Technology:** Smart power grids, smart cities, power market development, digital government, digital economy, digital society, & semiconductors.
- **Training:** Consider reviewing the Technical Intern Training Program and establishing a new program aimed at securing and developing human resources.

- **Energy:** partnership between ONGC Videsh Limited & Petro Vietnam in oil & gas exploration.
- **Technology:** cooperation in civil nuclear energy and the establishment of tracking and data reception station and data processing facility.
- **Education:** e.g., establishing Vietnam-India English and IT Training Centre, Centre for Excellence in Software Development and Training.

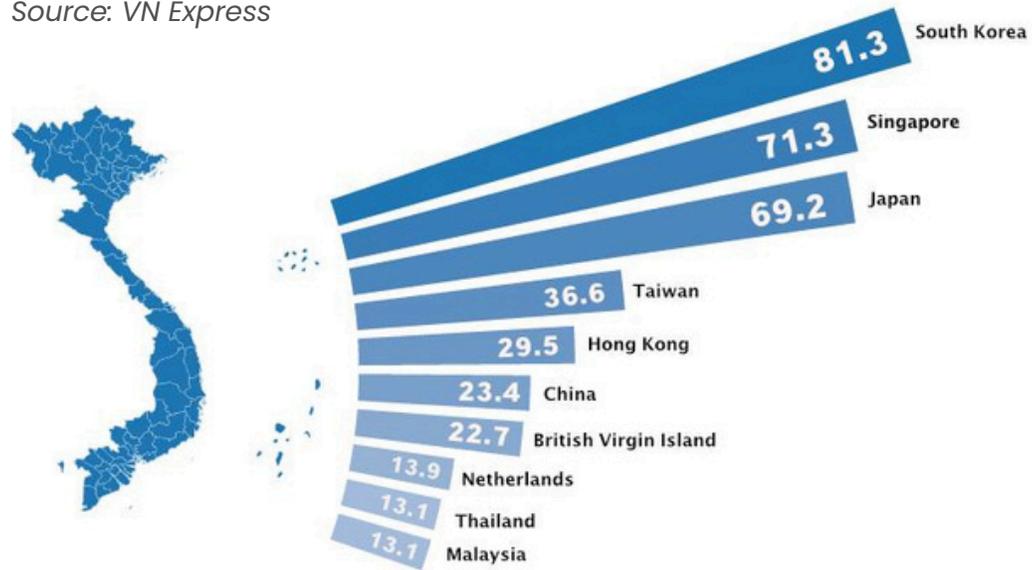
- **Oil & Gas:** Russia is a traditional partner with a long history of collaboration, e.g., joint ventures between Zarubezhneft and Petrovietnam.
- **Renewables:** explore the potential of offshore wind power development.
- **Trainings and R&D:** atomic energy, AI, language.

# A Favorite Investment Destination

## Top 10 biggest sources of FDI in Vietnam

(Up until end of 2023 – in billion USD)

Source: VN Express



Manufacturing and Processing

Finance and Insurance

Real Estates

Electricity & Utilities

Information Communication & Technology

Semiconductor



# The Next R&D Hub for Global Giants



1997	2008	2006	2021
Hung Yen, Vinh Phuc, Hanoi, Quang Ngai, Khanh Hoa	Bac Ninh, Thai Nguyen, Ho Chi Minh City, Hanoi	Ho Chi Minh City	Binh Duong
~US\$ 3 billion* total investment	US\$ 20 billion in total investment, largest foreign investor in Vietnam	US\$ 1.5 billion in total, largest U.S. high-tech investment in Vietnam	US\$ 1 billion In initial investment. The Group's 6th factory globally and 2nd in Asia.
<ul style="list-style-type: none"> <li>Developed <b>3 industrial parks</b> in Hanoi, Hung Yen &amp; Vinh Phuc, totaling 1,012 ha. Constructing 1 industrial park in Quang Tri with 100 ha.</li> <li>Partnered with BRG Group to develop a <b>smart urban area</b> for the people and businesses, with harmonized technical and social infrastructure.</li> </ul>	<ul style="list-style-type: none"> <li>Currently has <b>6 factories, 1 sales entity</b>, and 1 <b>research and development center</b>, creating thousand of jobs.</li> <li>In 2022, Samsung reported revenue of over US\$234 billion, in which four factories in Vietnam contributed around 30% to the company's total revenue.</li> </ul>	<ul style="list-style-type: none"> <li>Intel's single-largest assembly and test plant, <b>employing 10,000+ people</b>. Production site for microprocessors, chipsets, and memory modules.</li> <li>Potential cooperation on <b>semiconductor</b> field in Vietnam and high-quality <b>AI human resource</b> development.</li> </ul>	<ul style="list-style-type: none"> <li>Lego's first carbon-neutral factory.</li> <li>The Vietnamese government made several <b>sustainability commitments</b>, aligning with Lego's own sustainability goals.</li> </ul>





## Investment Incentives

Article 15,18 of the Law on Investment 2020

- Import duties exemption
- Accelerated depreciation, increasing the deductible expenses when calculating taxable income
- CIT incentives: preferential tax rate and tax holiday
- Exemptions and reduction of land levy and rental



## Forms of Investment Supports

Law on Investment No. 61/2020/QH14, dated 17 June 2020, issued by the National Assembly of Vietnam

- Development of technical and social infrastructure inside and outside the investment project
- Training and development of human resources
- Credit support
- Access to business premises and business relocation under decisions of regulatory agencies
- Science, technology, and technology transfer
- Market development and information provision
- Research & Development
- Corporate income tax (CIT) incentives are granted to promote investment in sectors or areas that are on par with the national development strategies (such as high-tech investment projects).

03.

# Possibilities for an Ever-growing Digital Market

The government approved the **National Digital Transformation Program** in the 2021-2025 period with a vision to 2030 that Vietnam would be ranked among the top 30 countries in the world in terms of e-government and digital government, as based on the United Nations Rankings.

*Hitek Software collaborates with ministries, industries, and localities to fast-track digital transformation by developing e-government, smart cities, and helping businesses transition to digital enterprises. We are dedicated to solving societal challenges through digital healthcare, smart transportation, and beyond. **Hitek Software is committed to transforming Vietnam into a thriving nation where citizens lead prosperous, fulfilling lives and businesses drive substantial growth through digital transformation.***

**Mr. Tran Anh Khoi**  
CEO, Hitek Software



1

## Digital Government



- By 2023, Vietnam has effectively implemented the **National Digital Data Year** and the **National Population Database**, improved online public services and digital infrastructure.
- Vietnam is ranked **46th** in WIPO's 2023 Global Innovation Index, up two places compared to 2022.
- Vietnam's **National DX Index** 2023 rose by 48% after three years.

2

## Digital Society



- Vietnam ranks **7th** in Asia - Pacific in digital society.
- Vietnam had a total of over **78 million** Internet users (2023), reaching an Internet usage rate of **79.1%** of the total population.
- Vietnam's **4G** phone coverage rate currently reaches **99,8%** of the population, with 5G being commercialized nationwide in 2024.

3

## Digital Economy



- Vietnam's digital economy is expected to top **US\$43 billion** by 2025, accounting for **20%** of the nation's GDP in the future.
- Digital economic growth rate is about **20%/year**, 3 times faster than GDP growth rate, and **fastest in SEA**.
- The proportion of the digital economy in each economic sector will reach at least **10%**, whilst annual labor productivity will likely increase by at least **7%**.

4

## Digital Infrastructure



- Vietnam's MIC has announce details of the **information and communications infrastructure** planning project for the period of 2021-2030, with a vision for 2050. It aims to expand **fiber optic cable** for households, increase **smartphone ownership**, and strengthen **IoT integration**.
- The plan also includes establishing 12-14 specialized **IT parks** and **R&D centers** by 2025, growing to 16-20 by 2030 to foster high-value IT services.
- Emerging hub for **semiconductor** production.

With an outstanding technical team, Hitek Software has quickly earned numerous prestigious awards and certifications.

**2021**

Top 20 Prominent Startups  
in Vietnam

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**2023**

Achieved ISO 9001:2015 certification for the  
Quality Management System.

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**2023**

Achieved AWS  
Certification.

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**2022**

Become a member of the Ho Chi Minh City  
Computer Association (HCA).

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**2022**

Become a member of the Vietnam Software and IT  
Services Association (VINASA).

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**2022**

Achieved ISTQB (International Software Testing  
Qualifications Board) certification.

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**2023**

Achieved PMP (Project Management Professional)  
certification.

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**2023**

Achieved ISO 27001:2022 certification according to  
international standards - information security management.

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04.

# Possibilities Fueled by a Future-ready Workforce

# Possibilities Fueled by a Future-ready Workforce

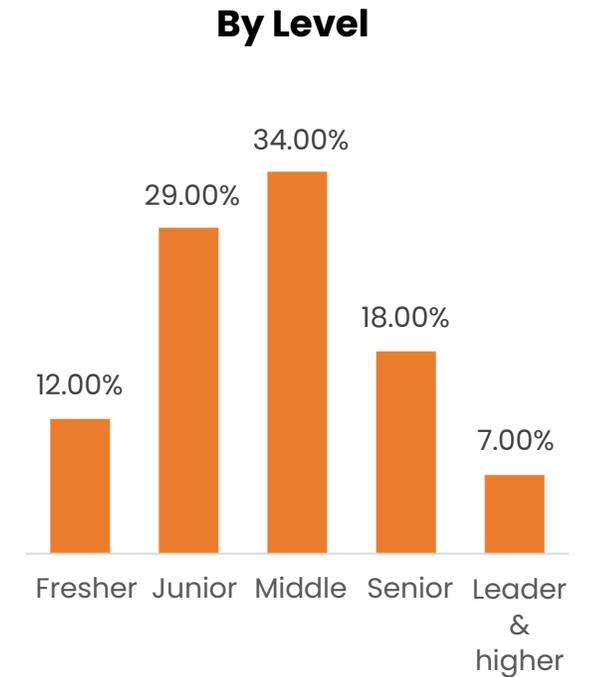
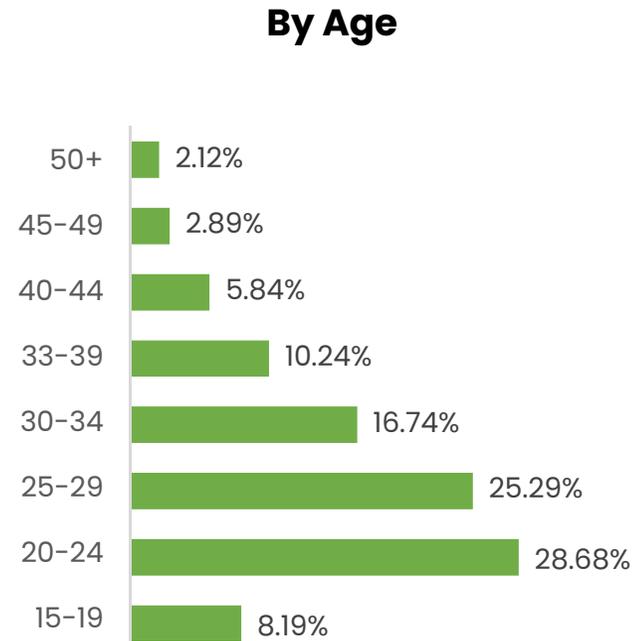
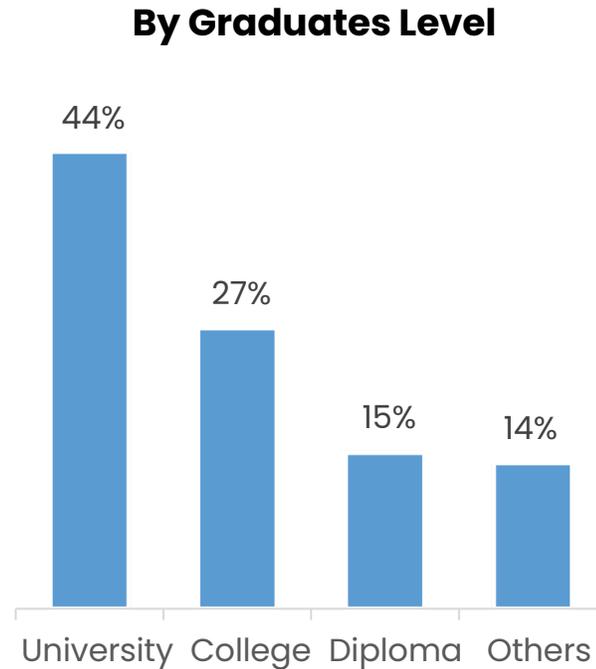
*Vietnam has a young population with a high percentage of tech-savvy individuals who are eager to adopt new technologies and innovations. This enthusiasm is fostered by the country's robust STEM education system, which creates a pool of highly skilled tech professionals and positions Vietnam as an emerging talent hub for the tech industry.*



**480.000+**  
Total SW Engineers

**57.000+**  
New SW Graduates  
From Universities & Colleges  
15% increase every year

**~10%**  
Total Graduates  
~550.000 new graduates  
from Universities & Colleges  
every year



Source: TopDEVVietnam IT Market Report 2022



**2nd**  
Ranked

Only after the USA in the World rank of Best Freelancers Survey by SKILL VALUE

**10<sup>th</sup>**  
Ranked

After USA, UK, France... in World Rank of Best Developers Survey by SKILL VALUE

**23<sup>rd</sup>**  
Ranked

Worldwide in Developer Skills Charts of HackerRank's Report

# Why Choosing Vietnam Talents?

**Young & Well  
Educated**



**Ambitious &  
enterprising**



**Eager for global  
opportunities**



**Optimistic on  
digital progress**



*Normally, it typically takes 18 months to transform a regular IT employee into a software engineer. However, with the right approach, IT employees in Vietnam can become software engineers in a short period of time.*

**Mr. Tran Anh Khoi**, CEO Hitek Software



05.

**Hitek Software:**

**A Trusted Partner for Complex  
Opportunities and Challenges**



# Hitek Software

**Vietnam Software Outsourcing Company**

<b>Founded</b>	2021
<b>Public Listed</b>	Nov 2021
<b>Revenue No. of</b>	USD 100.000
<b>Employees</b>	50+ (core business) 100+ (including affiliate companies)



## OUR TECHNOLOGIES

### MOBILE APP

-  Flutter
-  React Native
-  Android Native
-  iOS Native

### FRONT-END

-  ReactJS
-  VueJS
-  Angular
-  PHP

### BACK-END

-  NodeJS
-  Spring Boot
-  Python
-  Golang

### GAME 2D/3D

-  Unity
-  Cocos
-  HTML5

### SHOPPING MALL

-  Shopify
-  React Native
-  Shopby

### BLOCKCHAIN

-  NFT
-  Token
-  Dapp
-  Defi

## Hitek Software - Global Technology and IT services provider headquartered in Vietnam.

**06+** year of experiences

**80+** global clients from around the world

**100+** completed projects for clients

**100+** talented employees

### Areas of Expertise

- Offshore center development services
- Custom software services
- Project-based outsourcing services
- Long-term software development services
- Web development services
- Server migration services
- Mobile app development services
- Software testing services

### Our Certificate



### Partners



# THANK YOU!

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