

# **VIETNAM – HONG KONG COOPERATION**

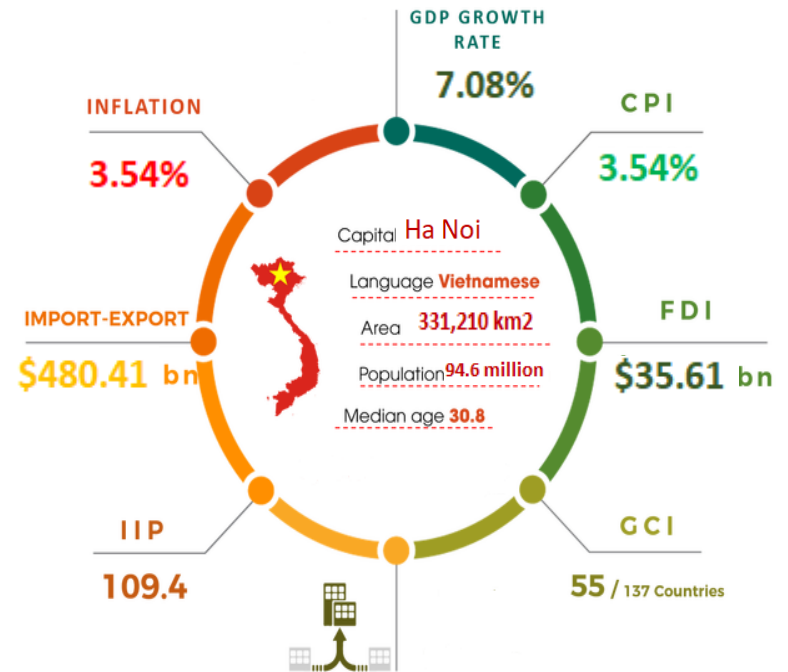


**PRESENTED BY  
CONSUL GENERAL OF VIETNAM TO HONG KONG  
MR. TRAN THANH HUAN**



# VIET NAM

Viet Nam is one of the ten ASEAN members,  
Located at Eastern Indochina Peninsula, bordering  
with China to the North, with Laos and Cambodia  
To the West and looking towards the East Sea  
With 3,444km long of coastline. Its population is of  
94,659,800 (2018).



## Religion

Folk religions (45.3%)  
Unaffiliated (29.6%)  
Buddhists (16.4%)



## Language\*

Vietnamese (Official)  
English



## Area

331,210sq km  
with total boundaries of  
4,639 km and 3,444 km  
length of coastline






## Approximate Flight Time

(HKG-HAN)

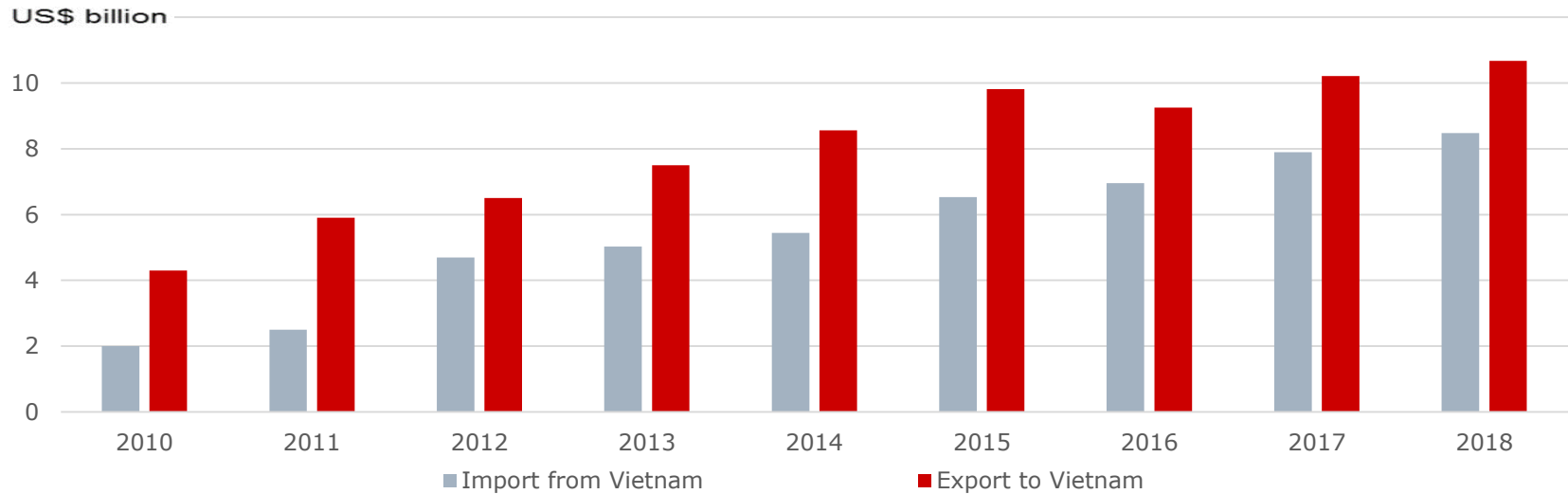
1 hour 30 minutes

# COMPARED WITH HONG KONG

	VIETNAM	HONG KONG
		
POPULATION	94,659,800	7,428,887
AREA (km <sup>2</sup> )	331,210	1,105
POPULATION DENSITY (P/km <sup>2</sup> )	286.04	7,075
TOTAL GDP 2018 (USD)	\$244,783 billion	\$231,028 billion
GDP PER CAPITA 2018 (USD)	2,587	47,199.39
FDI INFLOW YEAR 2018 (USD)	19.1 billion	108 billion
ECONOMIC GROWTH	 <p>— VIETNAM GDP ANNUAL GROWTH... - - - - HONG KONG GDP ANNUAL GROWTH...</p> <p>SOURCE: TRADINGECONOMICS.COM</p>	

Viet Nam and Hong Kong have been enjoying the historical and traditional relations of cooperation. During the period of war in Viet Nam and the embargo, Hong Kong played an important role as a gateway for Viet Nam to the outside world. During the recent decades, those ties have been further strengthened and enhanced in all areas.

# 1. Trade Exchange between Viet Nam & Hong Kong



- Food products is at value 362 mil USD increase 6.2%, consumer products reached 1.3 bil USD, hiked 13.1%, materials and fully finished products was at 5.6 bil USD, an increase 8.6%. Energy related products was at 900 thousand USD, a decrease of 25.2% and other products combined at 1.8 bil USD, increase of 12.7%.
- Hong Kong export to Vietnam mostly machinery, electronic and optical products valued at 2.2 bil USD, increasing at 19.7%. Mobile phones, telecom equipment dropped to 1.8 bil USD, a down of 19%. Materials for textile reached 1.2 bil USD, increase of 0.9%. Other office equipment surged to 1 billion USD nearly 7.6% increment. Meat export went up to 898 mil USD, a massive increase of 180%.
- Vietnam becomes a leading trade partner of Hong Kong among ASEAN members.



**IMPORT FROM HONG KONG BY PRODUCTS**  
(Accumulated as of December 2018)

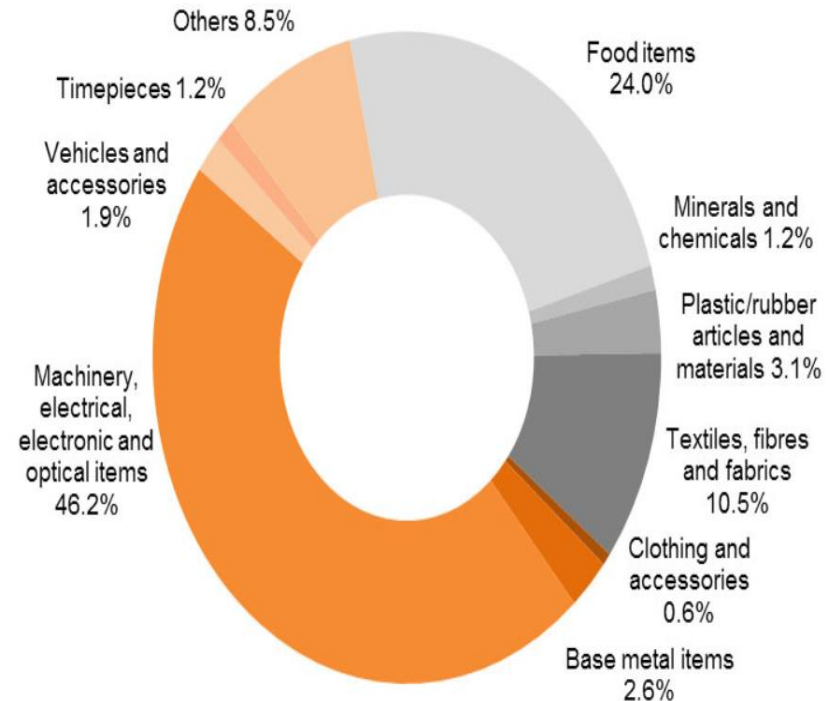
Electrical, Electronic Equipment	Iron and Steel	Special Woven or Tufted Fabric, Lace,...	Plastics	Pearls, Precious Stones, Metals, Coins	Paper and Paperboard, Articles of Pulp, Paper and Board
	8.3%	4.6%	4.4%	3.5%	3.4%
	Optical, Photo, Technical, Medical Apparatus	Cotton	Manmade Filaments	Manmade Staple Fibers	Raw Hides and Skins (Other Than Furskins) and Leather
		3.4%	2.1%	2.0%	1.5%
	6.7%	Machinery, Nuclear Reactors, Boilers	Footwear, Gaiters and the Like,	Miscellaneous Articles of Base Metal	Articles of Apparel, Not Knit or Crocheted
	Knitted or Crocheted Fabric	2.9%	1.2%	1.0%	0.49%
			Ores Slag and Ash	Rubbers	Inorganic Chemicals, Precious Metal...
		Miscellaneous Manufactured Articles	1.2%	0.99%	0.35%
35%	6.5%	2.9%	Impregnated, Coated or Laminated Textile Fabric	Printed Books, Newspapers, Pictures	Articles of Apparel, Knit...
			1.1%	0.71%	0.34%
					0.31%
					0.28%
					0.21%
					0.14%
					0.19%
					Organic...
					Other Made Textile...

- ❖ In year 2018, total net export and import between Hong Kong and Vietnam reached 19.8 billion USD, an increase of 9.4% comparing to year 2017 where Hong Kong export to Vietnam peaked at 10.7 billion USD surged 8.7% and export from Vietnam jumped to 9.1 billion USD, hiked 10.1%, showing surplus from Hong Kong at value of 1.6 billion USD.

Hong Kong categories Vietnam exports into 5 main types:

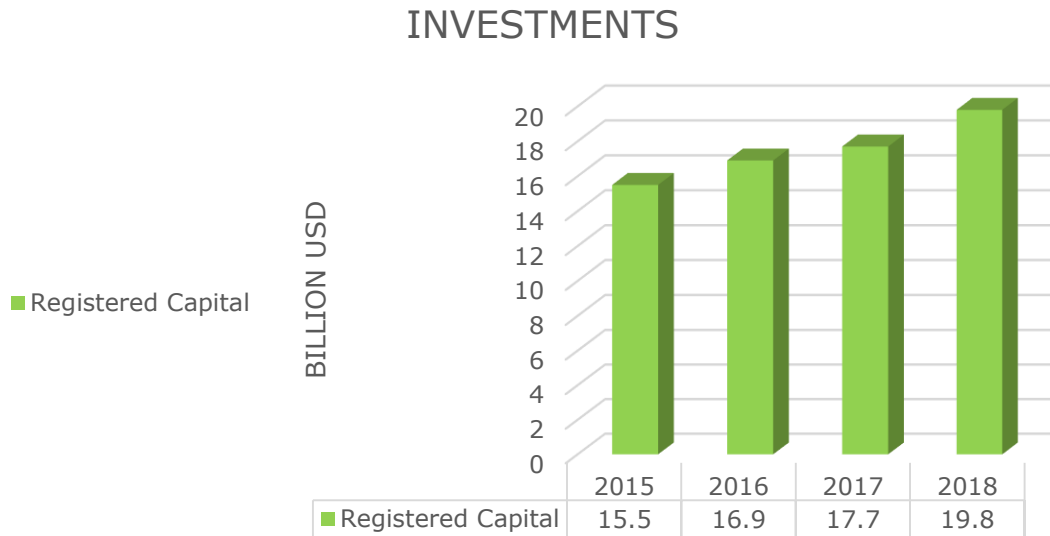
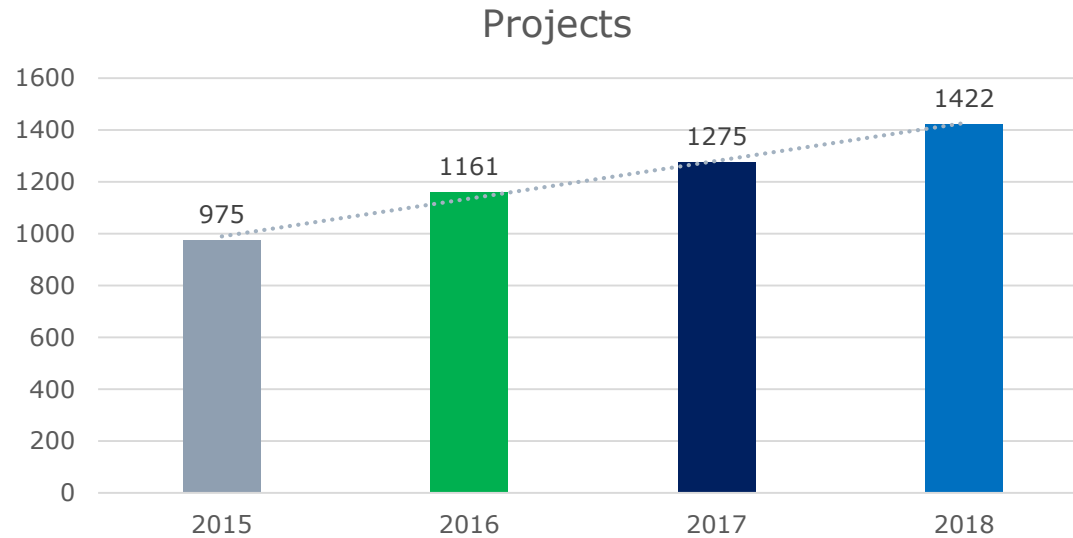
- Food
- Consumer goods
- Materials and fully finished products
- Energy related products
- Other products

## IMPORT FROM HONG KONG BY PRODUCTS (Accumulated as of December 2018)



Source: Census and Statistics Department of the HKSAR Government

## 2. Hong Kong Investment in Viet Nam:





## Main Areas of Investment

**Pharmacy &  
Medical**

**Banking &  
Financial**

**Bio tech**

**Training &  
Education**



**Manufacturing  
Industry**

**Construction &  
Material**

**Infrastructure  
Development**

**Energy**



### **Concrete Investment Projects include:**

- Projects with high added value, using modern technology, environmentally friendly
- Large-scale projects producing highly competitive products and participating in the global value chain
- Industrial projects, gradually shifting from production to processing
- Projects in infrastructure development, training, high-quality human resources, R&D, modern services
- Project in information technology and biotechnology for agriculture and high-quality agriculture



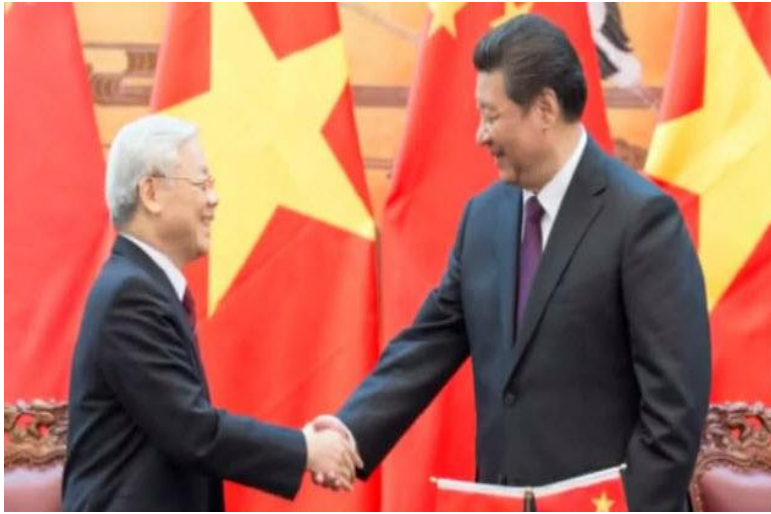
### **3. Other Areas of Cooperation:**

- People to people exchange: The number of visitors between Viet Nam and Hong Kong has been increasing rapidly, reaching 113,789 people in 2018, with an increase 15% compared to 2017. There are more than 100 flights between Viet Nam and Hong Kong weekly and very recently, the new route between Hong Kong and Phu Quoc Island was opened.
- Cultural cooperation: The two sides share a lot of cultural similarities. Historically, Hong Kong is of great significance to the Vietnamese people, because its grand leader Ho Chi Minh spent period of time in Hong Kong and founded the Viet Nam Communist Party there on March 2<sup>nd</sup> 1930. The two sides have been working on the recognition of the historical sites related to Ho Chi Minh like Tai Kwun, the old Central Police Station where Ho Chi Minh was imprisoned, the Supreme Court when he was prosecuted and Sung Wong Toi area where Ho Chi Minh founded the Viet Nam Communist Party.

### **3. Other Areas of Cooperation:**

- Education and Training Cooperation: Viet Nam students are following studies at different education institutions in Hong Kong. Within the framework of One Belt One Road Initiative, Hong Kong offers scholarships for Vietnamese students. The project of introducing Vietnamese language for students and businessmen interested in doing business with Viet Nam and learning Vietnamese culture is planned to start since next September 2019.
- Labour cooperation: By one side, Hong Kong businessmen have been facilitated to work in Viet Nam. But by the other side, Vietnamese businessmen and workers are facing difficulty in getting working visa or permit to stay in Hong Kong. We do need the more relaxation of working visa for Vietnamese.





#### **4. Viet Nam – Hong Kong Cooperation in the greater context:**

- China is the biggest world market with 1.4 bill of people, the second largest world economy.
- Vietnam and China enjoy the relation of Strategic and Comprehensive Partnership. Viet Nam – China two-way trade volume in 2018 reached 186.7 bill. USD, with an increase of 13.8% compared to 2017. China becomes the biggest trade partner of Viet Nam.
- In 2017, Viet Nam and China signed the Memorandum of Understanding on Joint Implementation of the Belt and Road Initiative and Vietnam's "Two Corridors and One Economic Circle" plan.
- ASEAN is the market of more than 660 mill. People and 2.8 trill. USD of GDP. Between Hong Kong and ASEAN, there is a Free Trade Agreement signed in 2018 and the Investment Agreement.
- RCEP is a regional trade agreement spanning the 10 ASEAN countries and the group's six free-trade agreement partners — Australia, New Zealand, Japan, China, South Korea and India. The conclusion of this Agreement will facilitate opportunities for business.



## 5. Opportunities for further cooperation between Hong Kong and Viet Nam

- Long term cooperative relationship between Viet Nam and Hong Kong.
- Viet Nam is a rapidly growing and open economy, with political stability, actively integrating into region and the world. The Government of Viet Nam facilitates favourable conditions for the foreigners to do business and investment in Viet Nam, including those from Hong Kong.
- The high connectivity between Vietnamese economy and regional and world economies, participating in the global chain.
- Initiatives and Agreements on Cooperation creating framework for stable development.
- More and more good expertise to follow: Sunwah Group, Texhong, Chow Tai Fook...





This year marks the 25<sup>th</sup> Anniversary of the Establishment of the Viet Nam Consulate General in Hong Kong and 20<sup>th</sup> Anniversary of the Establishment of the Hong Kong Business Association in Viet Nam (HKBAV). Among others, those institution have been working to promote further cooperation between Viet Nam and Hong Kong. We highly appreciate efforts made by HKBAV.