



VIETNAM

A Destination for Endless Possibilities

February 2026





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01

VIETNAM

An Overview



Possibilities fueled by a future-ready workforce

Robust talent pipeline

2nd largest in SEA with 2nd highest participation rate

560,000+ skilled IT professionals

in computer science and IT-related fields

AI education across all school levels

piloted by Vietnam's education ministry from late 2025 to build future-ready skills

Possibilities fueled by an ever-growing digital market

The fastest growing digital economy in ASEAN

with >20% growth annually

Emerging hub for semiconductors and AI

backed by rising investment (from giants like Intel, Amkor, Qualcomm...) and significant long-term economic potential

4G covered 99.8% of the total population

and among the top 10 countries with the most 5G connected devices

Possibilities fueled by geopolitical stability

Established free trade with **60 economies**

Ranked #38 in the Global Peace Index 2025

15 comprehensive strategic partnerships

Including China, Russia, India, South Korea, the USA, Japan, Australia, France, Malaysia, New Zealand, Indonesia, Singapore, Thailand, the UK and the EU



General Statistics Office

8.02% GDP growth in 2025

the second highest growth rate in the last 15 years

- 2025



HSBC

fastest growing digital economy

in ASEAN in 2022 and 2023

- HSBC, 2024



Top destination for U.S Semiconductor investment

- 2023



Top 25 global economy

projected by 2038

- 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.

FPT began to design and implement comprehensive IT products for early e-government initiatives from the early 2000s.

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, achieving over 100% revenue growth in DX **through FPT's global IT service division**, from 2020-2022.

Vietnam is poised as an **emerging IT Hub**, experiencing positive FDI growth every year.

FPT became the first Vietnamese corporation to achieve **\$1 billion dollar in global IT services** (2023).

Vietnam introduced **Resolution 57** with specific targets, policies, and guidelines in digital economy, research & development, and digital infrastructure, aiming to place the country in the **top 30 globally in innovation & digital transformation** by 2045.



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.

FPT 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, such as **FPT.AI** (2017).

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

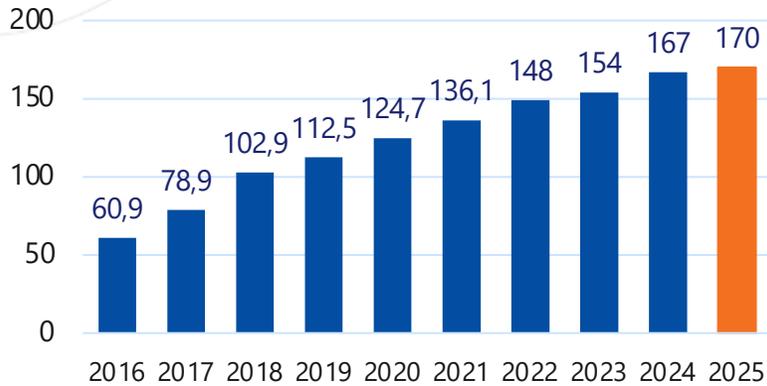
Vietnam ranked 39/193 countries in terms of **global AI readiness** (2024).

FPT and NVIDIA signed an MoU to establish **AI factories** in Vietnam and Japan (2024).

Vietnam aims to become a **high-income, high-tech economy** by 2045, with bold targets in semiconductors, AI (top 3 in ASEAN), and bioeconomy (7% of GDP by 2045).

Vietnam's ICT Market Landscape

ICT Revenue 2016-2025 (Billion USD)



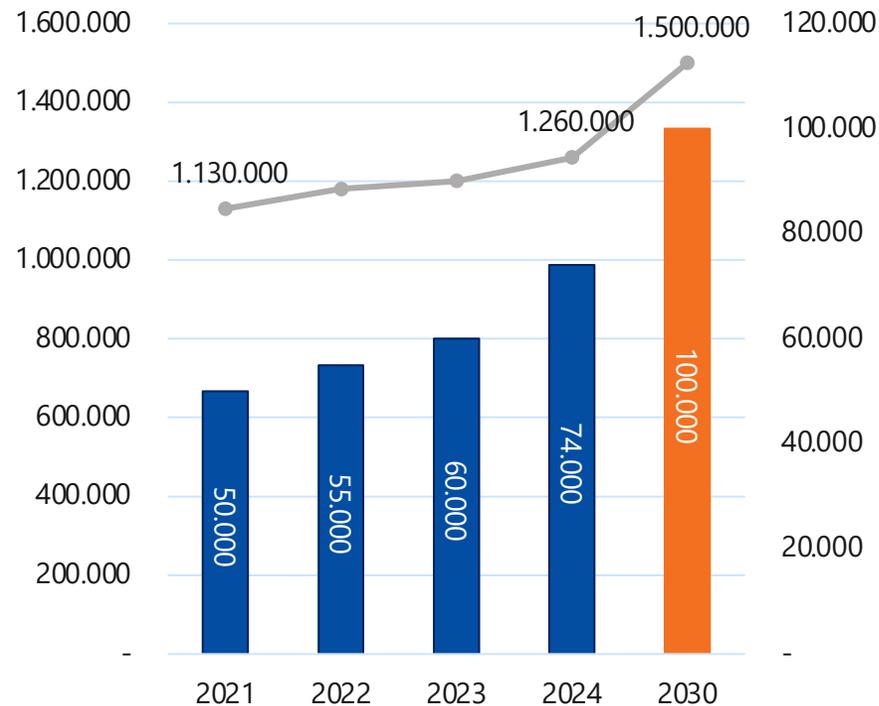
US\$ 170B

estimated 2025 Revenue

74,000

digital Technology Enterprises

Digital Technology Companies & Workforce by 2030 (personnel)



Source: Ministry of Information & Communications

Strongest Tech Industries



Healthcare



Manufacturing



Logistics & Supply Chain



AI & Machine Learning



Electronics & Hardware



02

Possibilities Powered by Geopolitical Stability



Possibilities Powered by Robust Economic Growth

Among the fastest-growing economies globally

Fastest-growing

economy in Asia in 2025 (per forecast)

10%+

of annual economic growth rate targets during 2026 - 2030

Top 25

largest economies globally in the next decade (per forecast)

2x

higher economic growth rate between 1990 & 2030 than ASEAN-5 countries' average

Showing immense resilience amidst rising uncertainties

Record high In total trade

in 2025, reaching **\$928 billion** – an **18%** YoY increase

30%

YoY increase in 2025 exports to the US markets, defying tariff concerns

8%

increase in private consumption in 2025

Record high number of foreign tourists

in 2025 with 120 million people welcomed

Inflation under control amidst rapid growth in 2025

8.02%

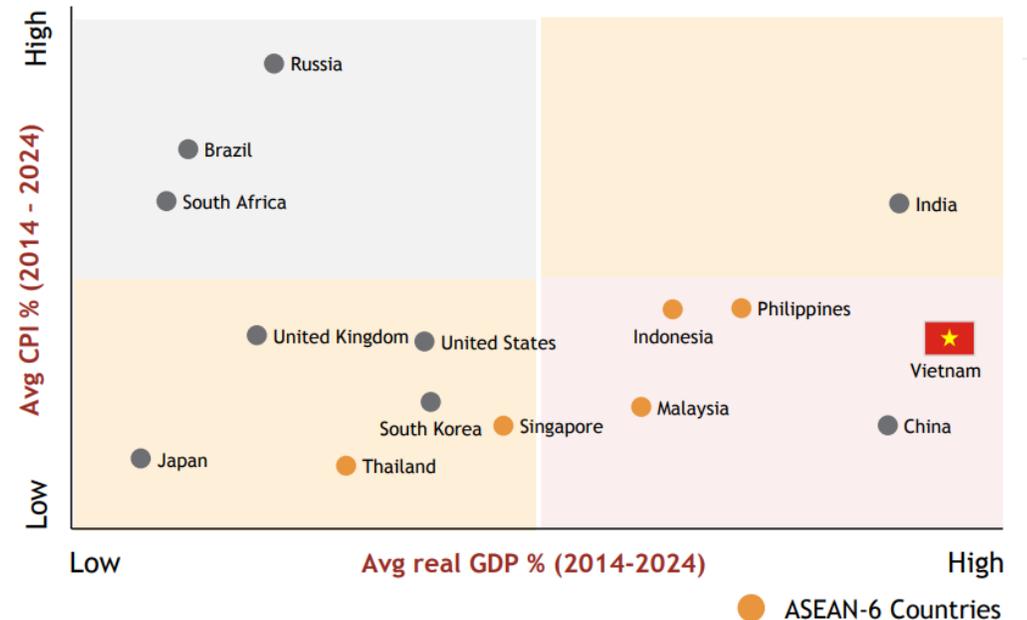
of GDP growth rate in 2025, the second highest growth in 15 years

3.31%

rise in CPI, meeting the inflation target

Maintaining a healthy balance between growth & inflation in the last decade

Source: Vietnam National Innovation Center



Possibilities Powered by Geopolitical Stability



Emerging destination for investment

- FDI disbursement reached an estimated **\$27.62 billion** in 2025 – **the highest** in the last 5 years.
- Ranked among the **top 15 countries** worldwide in attracting FDI, accumulating \$510 billion registered as of March 2025.
- Stock market upgraded to “**Secondary Emerging**” status by FTSE Russell, in the same group with China and India.



Political stability setting the foundation

- Free trade agreements with 60 economies and **15 comprehensive strategic partnerships** with global economies.
- Ranked **#38** in Global Peace Index in 2025 (China #98, India #115).
- Ranked **#2** in Southeast Asia in the **2025 Sustainable Development Goals (SDG)** Index.



Appealing business environment

- **Business Confidence Index reached seven-year high** – affirming European enterprises’ confidence in Vietnam growth prospects.
- **Unprecedented investment incentives** for digital technology projects: entire exemption from land use and rental fees.
- **Record corporate income tax relief** for electronic equipment manufacturers: 4-year CIT exemption followed by a 50% tax reduction for the next 9 years.

Strengthening The Global Connection (part 1)

As of 2026, Vietnam has developed diplomatic relations with nearly 200 countries and established **15 comprehensive strategic partnerships** with major economies.



Since: 2023



Since: 2008



Since: 2025



Since: 2026

Highlights

- Vietnam is the **8th largest** trading partner of the US.
- China is Vietnam's **largest** trade partner for over 20 years.
- Vietnam is China's **largest** trading partner in ASEAN.
- The UK is Vietnam's **third largest export partner** in Europe.
- Vietnam is the **5th largest** UK transnational education market in East Asia.
- Vietnam is the EU's **largest trading partner** in goods in ASEAN.
- The EU is Vietnam's **third largest** export market.

Areas of collaboration

- **Semiconductors:** Launch 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.
- **Science & Tech:** Sign MoU for knowledge-sharing, trainings & joint research.
- **Green energy:** Establish the Viet Nam–UK Clean Energy Partnership & advance the Climate Partnership MoU.
- **Finance:** Launch the UK-Viet Nam Green Finance Partnership.
- **Education:** Promote exchanges & joint programs in AI, semiconductors, etc.
- **Science & Tech:** Enhance research exchange of information on the Horizon Europe Framework Program for Research and Innovation.
- **Education:** Expand cooperation under programs such as Erasmus+.
- **Corporation:** Work in the framework of the EU's Global Gateway to attract quality, sustainable investments to accelerate Vietnam's integration in the Mekong sub-region, & others.

Strengthening The Global Connection (part 2)



Since: 2012



Since: 2016



Since: 2022



Since: 2023

Areas of collaboration

- **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.
- **Energy:** Partnership between ONGC Videsh Limited & PetroVietnam 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.
- The RoK is Vietnam's **largest** investor as of June 2024.
- Vietnam is the **third largest** trading partner of the RoK in 2024.
- **Technology:** E.g., the RoK to share its database on artificial intelligence (AI), support with capacity improvement training, establish R&D centers.
- **Minerals:** Sign MoU to establish a joint supply chain center for rare earths and minerals.
- **Energy:** Cooperation projects in natural gas and hydrogen.
- Japan is Vietnam's **largest** provider of ODA.
- **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.

Strengthening The Global Connection (part 3)



Since: 2012



Since: 2024



Since: 2024



Since: 2025

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.

- **France is the first EU country** to have comprehensive strategic partnership with Vietnam.
- **Technology:** Strengthen collaboration in aerospace, artificial intelligence, airport traffic infrastructure, as well as renewable energy, and hydrogen energy.
- **Training:** Advance training of high-quality human resources in health and education, increase exchange students to France on scholarships.
- **Defense:** Create a new driving force for military industry cooperation through joint structural projects.

- **First ASEAN country** to have comprehensive strategic partnership with Vietnam.
- Target to achieve bilateral **trade of US\$18 billion** or higher.
- Deepen cooperation in areas such as green economy, innovation, science and technology, digital transformation, green energy, education, etc. to realize the goal of **sustainable development**.

- Target to achieve bilateral **trade of US\$3 billion** in 2026.
- **Sustainability:** Sign a Memorandum of Arrangement on Climate Change Cooperation.
- **Education:** New Zealand to increase scholarships for Vietnamese students & promote exchanges programs.

Strengthening The Global Connection (part 4)



Since: 2025



Since: 2025



Since: 2025

Areas of collaboration

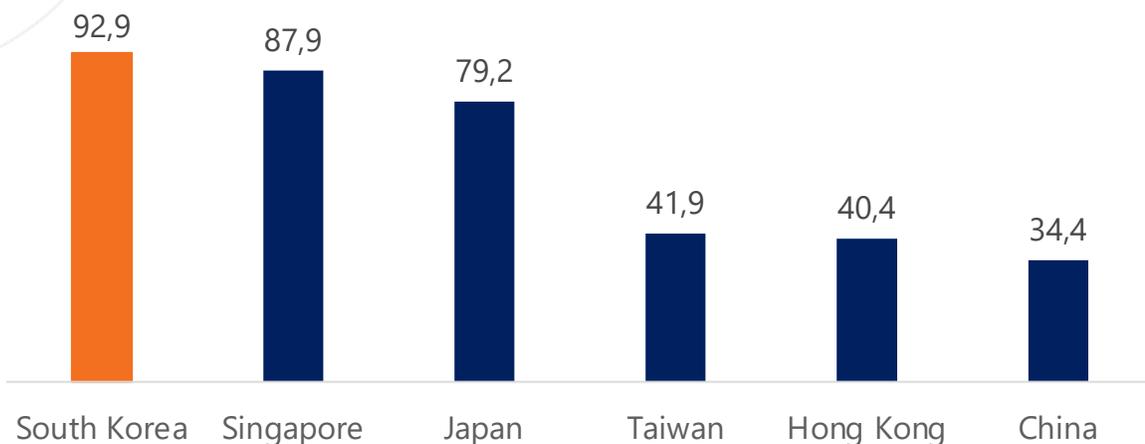
- Vietnam & Indonesia strive for a **US\$18 billion** trade target by 2028.
 - Deepen cooperation in defense & security, agriculture, and emerging sectors: digital economy, green economy, EV, AI, software development, etc.
 - **Technology:** Plan to establish a digital partnership & promote people-to-people exchanges.
- Singapore is the **2nd largest** investor of Vietnam as of June 2024.
 - **Trade:** Singapore to consider request for favorable conditions for Vietnam's export items & supports for Vietnamese firms in the global market.
 - **Investment:** Encourage Singapore firms to invest in Vietnam's fields of interest, such as seafood processing, clean vegetable cultivation and genetic technology.
 - **Defense:** Consider signing a co-operation agreement on submarine rescue procedures.
 - Deepen collaboration in education, energy, ICT, etc.
- Thailand is Vietnam's largest trading partner in ASEAN.
 - **Trade:** Strive to achieve the bilateral trade target of **USD 25 billion**.
 - **Sustainability:** Connect Viet Nam's National Green Growth Strategy 2021 – 2030 and Thailand's sustainable development strategy to promote collaboration.
 - **Technology:** Enhance collaboration in AI, digital transformation, digital economy, focusing on potential areas, such as cross-border transactions, e-commerce, and digital finance services.

A Trusted Investment Destination & Trading Partner

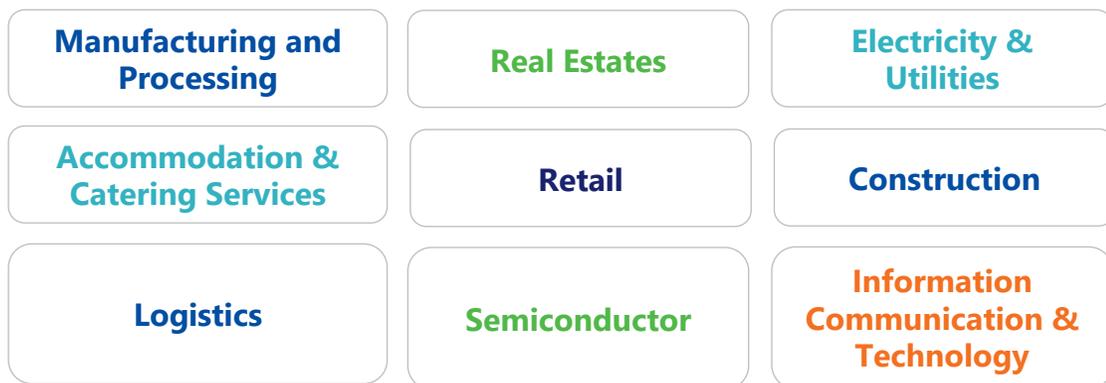
Top 6 biggest sources of FDI in Vietnam

(as of 2025 – in billion USD)

Source: General Statistics Office



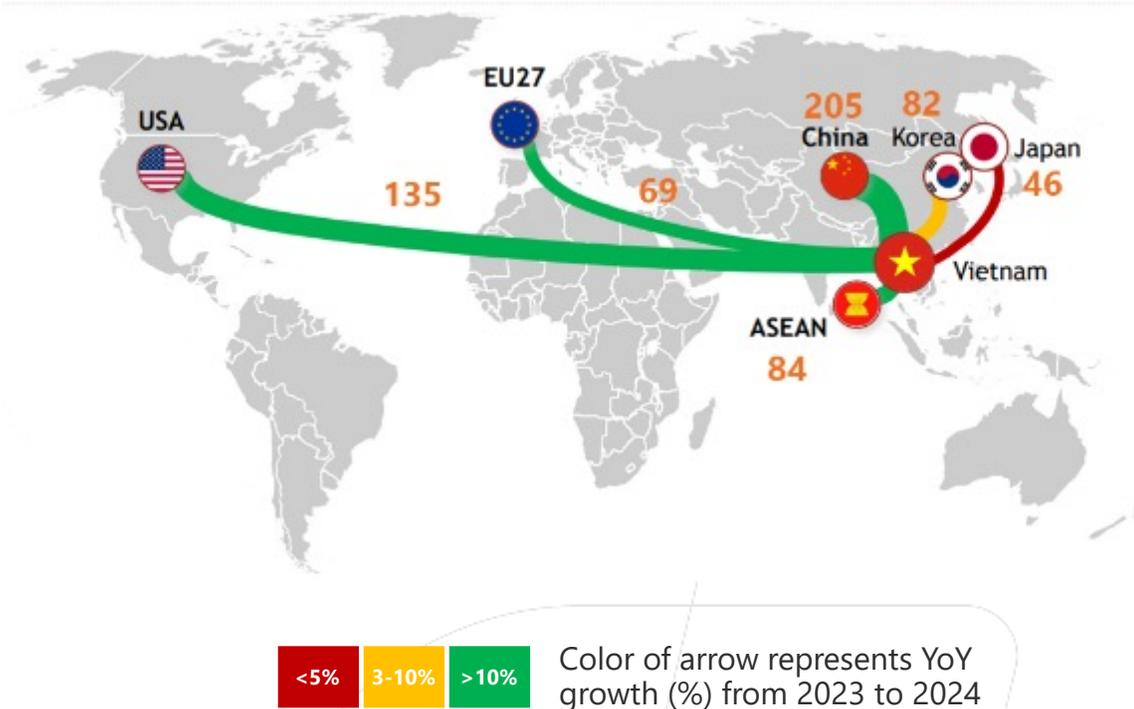
Prominent sectors for FDI attraction



Gaining market share in global trade through cost advantage and innovation

Trade of goods from 2023-2024 between Vietnam and key countries – in billion USD

Source: Vietnam National Innovation Center



The Next R&D Hub for Global Giants

Qualcomm



2003

2006

2008

2021

2024

Hanoi, Ho Chi Minh City

Ho Chi Minh City

Bac Ninh, Thai Nguyen,
Ho Chi Minh City, Hanoi

Binh Duong

Nationwide

Establish its 3rd largest AI R&D center globally in Hanoi

US\$ 1.5 billion in total, largest U.S. high-tech investment in Vietnam

US\$ 22.4 billion in total investment, largest foreign investor in Vietnam

US\$ 1 billion In initial investment. The Group's 6th factory globally and 2nd in Asia.

US\$ 250 million In initial investment, excluding projects in 2024 & joint projects with Vietnamese firms

- 2 representative offices in Hanoi & Ho Chi Minh city
- Establish an **R&D center** in Hanoi – its first in SEA
- Run the QVIC to support local startups with **\$375,000** in funding & **provide engineering expertise.**

- Intel's single-largest assembly and test plant, **employing 10,000+ people.** Production site for microprocessors, chipsets, and memory modules
- Potential cooperation on **semiconductor** field in Vietnam and high-quality **AI human resource** development

- Add **\$1 billion** investment annually
- Currently has **6 factories, 1 sales entity, and 1 research and development center**
- In 2024, **over 50%** of its smartphone production came from Vietnam.
- Samsung's tier 1 and tier 2 Vietnamese suppliers has increased **twelfefold** since 2014

- Lego's **first carbon-neutral** factory
- The Vietnamese government made several **sustainability commitments**, aligning with Lego's own sustainability goals

- Collaborate with the Vietnamese government to set up an AI ecosystem, consisting of an **AI research and development center** and an **AI data center**
- Collaborate with FPT to build a **\$200-million AI Factory.**
- Acquired local firm VinBrain

Panasonic FOXCONN®



Canon

Microsoft

TOSHIBA



IBM

LG Electronics

AIRBUS





03

Possibilities for an Ever-growing Digital Market

Vietnam's Strategy to a High-Income, High-Tech Economy

Ranked 44th

on the Global Innovation Index, among the fastest climbers in innovation performance

Ranked 1st

globally in high-tech exports as a percentage of total trade

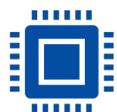
Ranked 1st

globally in creative goods exports as a percentage of total trade

Higher innovation output

produced compared to its level of development – a result consistently achieved for 14 consecutive years

Vietnam's Targets & Growth Engines



Semiconductors

Full value chain participation



AI

Top 3 in ASEAN



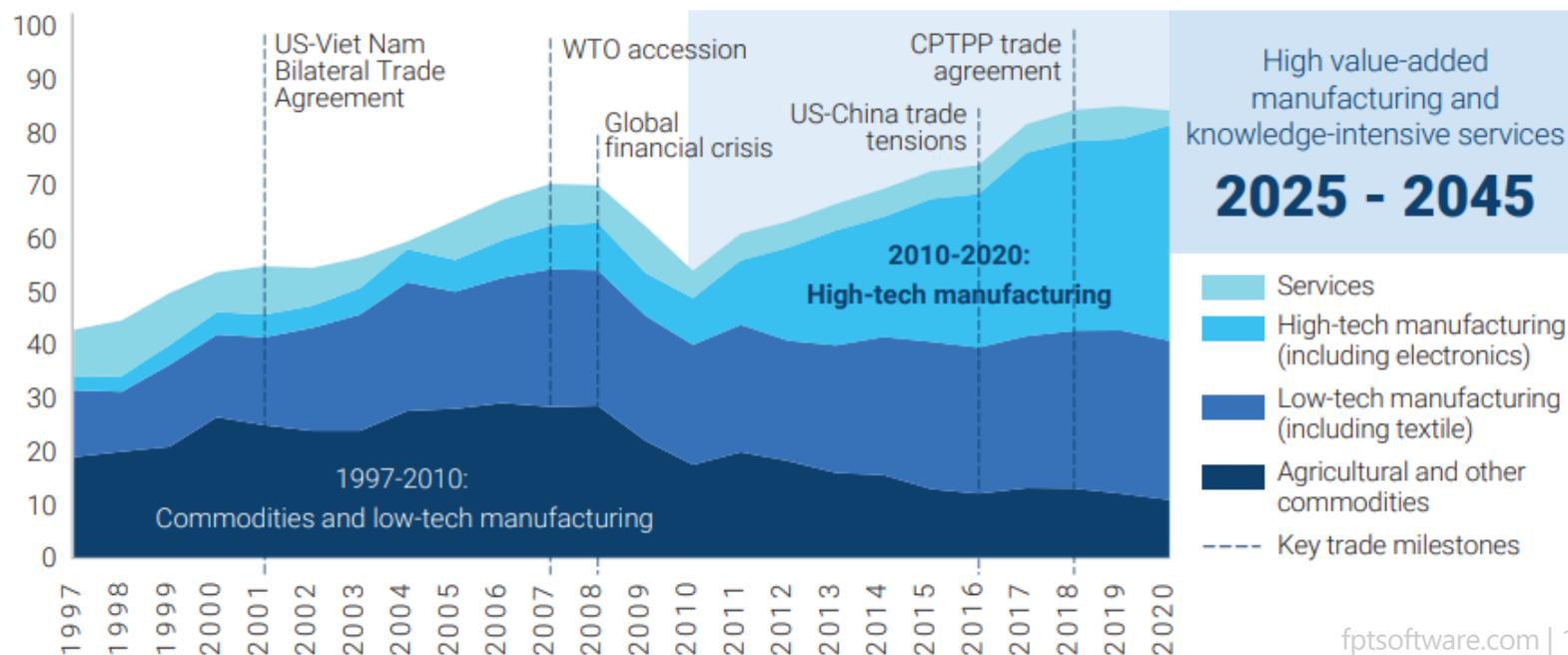
Bioeconomy

contribute at least 7% of GDP by 2045

Vietnam's Export Growth Model – Moving Up the Value Chain

Source: World Bank

Export (% of GDP)



Building the Digital Nation: A Government-Backed Agenda

Digital Government



- Climb **15 places** in the United Nations e-Government Development Index (EGDI) in 2024 – first time classified among countries with a **"very high" e-government development index**
- Approve plans to build an **AI-centered digital government** by 2030 with **50%** of essential services delivered proactively and **personalized via AI**

Digital Society



- **80 million internet users** as of 2025
- **100%** of adults are expected to have a digital identity, a payment account, and access to public service portals by 2026
- Launch **"Digital literacy for all"** movement to popularize digital knowledge and skills nationwide
- **81%** of Vietnamese users interact with AI tools daily - **the highest** rate in SEA

Digital Economy



- Digital economy grew **17%** in 2025 – **the second fastest** in SEA
- 2025 **E-commerce** revenue **tripled** 2020 level, maintaining a **20% – 25%** annual growth rate and is the **highest in SEA**
- **Cashless payment** growing exponentially – total 2025 transaction value estimated at **28 times Vietnam's GDP**

World-Class Infrastructure: Envisioning Vietnam's Ambitions

Improving digital & physical infrastructure is a national focus



5G network covers **59%** of the population after just over 1 year of launching commercial services



Fixed broadband **Internet speed** ranked **#10** and mobile broadband Internet ranked **#15** globally

82.4% households use fiber-optic internet, with targets to cover **100%** population by 2030



Data centers to have an **10.8% CAGR** till 2028



Recognized as a **global leader** in **cybersecurity**, securing a position in the top tier of the 2024 Global Cybersecurity Index

Mega infrastructure projects set the backbone for future growth

Railway: US\$67B north-south high-speed railway & US\$8B Lao Cai-Hanoi-Haiphong railway



Expansion of metro systems in Hanoi & Ho Chi Minh City, including new lines to Noi Bai airport and Can Gio district



FPT's AI Factory in collaboration with NVIDIA



The Ba Ria-Vung Tau offshore wind farm and LNG power projects under the Power Development Plan VIII



National Master Plan Powers Next Economic Breakthrough

Transform Vietnam's economic growth through three pillars – a joint effort with local enterprises



National Masterplan (2021-2030, Vision to 2050)

State-level Initiatives

High-Tech Economy



Prioritize innovation and high-tech industries, fostering **AI semiconductor** production, and **smart manufacturing** to enhance global competitiveness

- Launch the **national semiconductor strategy**
- Establish a state-supported high-tech **semiconductor fabrication plant**
- Establish an **AI Research and Development Center** and **AI data center** with NVIDIA
- Launch the “**AI for all**” program

AI:

- Establish the **AI Valley** in Quy Nhon – leading AI hub in the region
- Build **AI factories** in Vietnam and Japan with **NVIDIA** to enhance AI & Cloud capabilities
- Invest **\$100 million** to build **QACI** - one of the **first quantum research centers** founded by a Vietnamese enterprise
- Sponsor the **Âu Lạc Grand Prize**, awarding **\$1 million** to make-in-Vietnam AI solutions

Semiconductors: Introduce **first Made-in-Vietnam chips**, securing orders to export **70 million** chips to Taiwan, Japan, South Korea, etc.

Green Economy



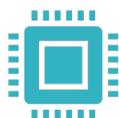
Commit to a sustainable development by investing in **renewable energy, circular economy** practices, and **climate resilience** to achieve its **NZE** target in 2050

- Launch the **National Green Growth Strategy** and the **ESG initiative**
- Increase green credit to **10%** of total loans by 2025 and up to **25%** by 2030

Green Transformation:

- Target **net zero** by 2040
- Achieve the **ISO 14064-1:2018** certification
- Introduce **Vertzéro** – carbon accounting solution
- Partner with **USAID** to Promote Clean Energy Deployment

Digital Economy



Accelerate **digital transformation** by expanding digital infrastructure, promoting e-governance, and integrating advanced technologies to build a **digital-driven economy**

- Issue **Resolution 57** to create breakthroughs in science – technology development, innovation, and national digital transformation
- Launch the **digital infrastructure strategy**

Digital Transformation:

- **Top 40** IT Services Companies in Asia by Market Share in 2024 (by Gartner)

Automotive:

- Launch automotive software subsidiary to accelerate **software-defined vehicles** development
- Advance innovation in partnership with Subaru & DENSO

Vietnam's Resolution 57: Breakthroughs in Science – Technology, Innovation, and National Digital Transformation

National Targets

Top 30

countries in innovation & digital transformation by 2045

Top 3

ASEAN in AI research & development by 2030

10+

digital enterprises on par with developed countries by 2045

Digital Economy



- Account for **at least 30%** of total GDP by 2030, **50%** by 2045
- **High tech** products to account for **50%** total exports by 2030
- **Cashless payments** to reach **80%** by 2030
- At least **40%** of total businesses having **innovation** activities by 2030
- Master technologies such as **AI, IoT, big data, cloud, semiconductor, etc.**

Research & Development



- Allocate **2%** of GDP to R&D, with 60% coming from private investment
- Have **40-50 science and technology organizations** ranked regionally and internationally by 2030
- Applications for patent registration and patent protection titles to increase by 16-18% annually until 2030

Digital Infrastructure



- To reach the level of advanced countries
- **5G network** to be accessible nationwide by 2030
- **Top 50** countries in **e-government** with online public services reaching **80%** by 2030
- Attract at least **3 more leading tech companies** to set up headquarters or research & production facilities by 2030, **5+** more by 2045
- Among leading countries in **cyberspace** safety and security, data security and data protection

Industries in Focus: Artificial Intelligence (AI)

Top 2

in SEA in total fund raised by Gen AI start-ups

\$120 Billion

to be generated by AI for Vietnam's economy by 2040

Top 3

ASEAN in AI research & development by 2030.

Top 50

globally in AI research, development and application by 2030.

Driving innovation in all phases

1

Research & Development

- **FPT** to build a **\$100 million QACI** - one of the **first quantum research centers** founded by a Vietnamese enterprise.
- **FPT** to build an **AI center in Gia Lai** for AI research & digital services, R&D for unmanned aerial vehicles, and data infrastructure center.
- **NVIDIA & the government** to build the Vietnam AI Research and Development Center (VRDC) and the AI Data Center.
- **FPT partners with Mila, Landing AI for** R&D projects such as large language models (LLMs), natural language processing (NLP), computer vision solutions for automotive, manufacturing, healthcare, and education.

2

Application & Training

- **FPT & NVIDIA** build **AI factories** in Vietnam and Japan to enhance AI & Cloud capabilities with NVIDIA's latest technologies.
- The **Âu Lạc Alliance** launched with 20+ members, introducing the **Âu Lạc grand prize** to honor outstanding local AI solutions.
- **Made-in-Vietnam AI solutions** - IvyChat, CodeVista, FPT.AI, etc., have received global recognitions & awards.
- The government plans to establish an **AI Training, Research, and Application Center** for training **7,000 AI** engineers & nurturing **500 start-ups**.

3

Regulation & Governance

- Vietnam issued its first **Law on Artificial Intelligence**, balancing risk control and the promotion of innovation.
- **FPT** achieved **ISO/IEC 42001:2023 AI Management System Accredited Certification** – the first company in Vietnam & second in SEA to achieve.
- **FPT** joins the **AI Alliance** with IBM, Meta, etc. to foster responsible AI innovation.
- **FPT & Mila** partner to develop best practices that promote transparency, fairness, accountability, and privacy in AI applications.

Industries in Focus: Semiconductors

170+ FDI semiconductor projects
as of Nov 2025, worth US\$11.6 billion

50,000+
semiconductor engineers
by 2030

\$25 billion
in revenue annually between
2024 – 2030

10 – 15%
of added value growth rate

A collaboration at all levels

1

State level

- Launch **first semiconductor chip manufacturing plant**, serving initiatives such as aerospace, telecommunications, IoT, automotive, medical equipment, automation.
- Introduce the **national semiconductor strategy**, targeting 100 design companies, 1 chip fabrication plant, & 10 packaging and testing plants by 2030.
- Establish the **Da Nang Semiconductor and AI Center for Research and Training**.
- Join the **ITSI Fund initiative** by the US for strengthening semiconductor capabilities and supply chain resilience.

2

Government x Enterprise

- **Financial supports, tax incentives, and funding** available, e.g., 5% corporate income tax rate for 37 years and a 6-year tax holiday followed by 50% tax reduction in the next 13 years.
- The National Innovation Center (NIC) corporates with FPT and the US Tech Expert Organization to establish a **Semiconductor Hub for Education**, focusing on training & production of semiconductor projects.
- NIC launched the **Analogue IC Design Course** with Qorvo & Cadence to enhance semiconductor design capabilities.

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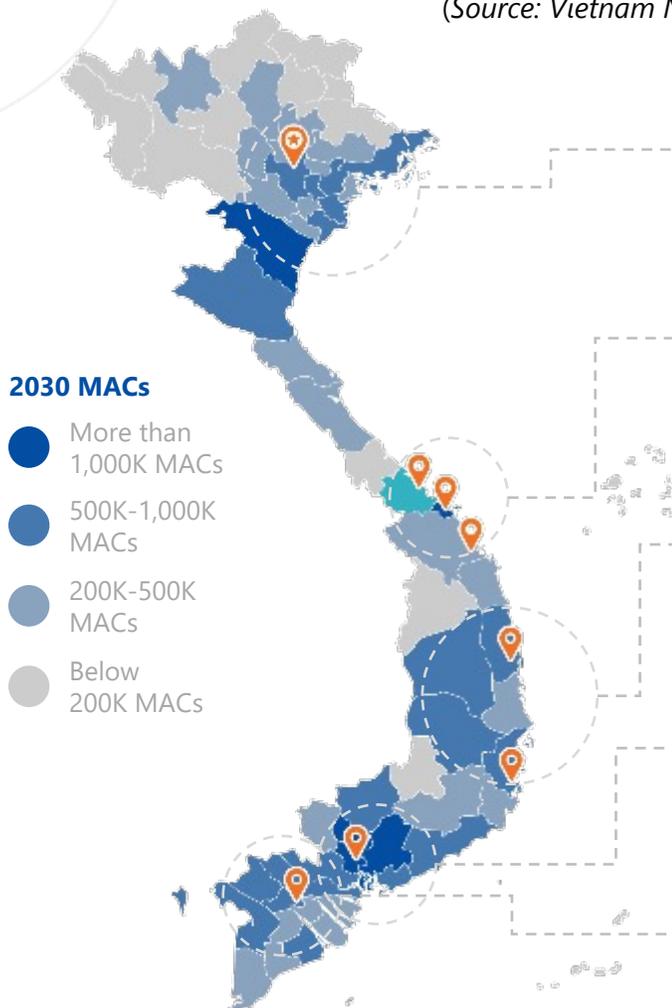
Business level

- **FPT introduced first Made-in-Vietnam chips**, securing orders to export 70 million chips to Taiwan, Japan, South Korea, etc.
- **FPT established advanced semiconductor testing and packaging plant** - the first fully-owned and operated by Vietnamese entities.
- **FPT & Silvaco** partners to synergize business development in StandardCell, IO, and Memory design, and to establish a Semiconductor Training Center in Vietnam.
- **FPT & FCC** Partners jointly established the Vietnam Semiconductor Development Fund.

Tier-2 Cities & Rising Markets Fuel Growth Opportunities

Strong growth potential fueled by a rapid middle-and-affluent class (MAC) expansion

(Source: Vietnam National Innovation Center)



2030 MACs

- More than 1,000K MACs
- 500K-1,000K MACs
- 200K-500K MACs
- Below 200K MACs

Hanoi, Bac Ninh, Hai Phong & Red River Delta

Top FDI attracting cities with rapid expansion in industrial areas. Home to Vietnam's largest hi-tech park & largest outsourcing center – **FPT's F-Ville Campus** in Hoa Lac, Hanoi.

Da Nang & Central Coast

Rising hub for ICT, tourism, logistics. Establish the Da Nang Software Park **FPT's ecosystem** to advance innovation in AI & semiconductors, and technology education.

Highland & Khanh Hoa, Binh Thuan

Promote agro-forestry processing, renewable energy, sustainable industry, and eco-cultural tourism. FPT establishes the **FPT AI Valley** in Quy Nhon in partnership with leading AI companies like **NVIDIA, Landing AI, Mila**, etc.

Ho Chi Minh & Southeast region

Leading hub in SEA for economy, services and innovation. Home to 1 in 3 national hi-tech parks, with **FPT's F-Town Campus** in HCMC.

Can Tho & Mekong area

Center for services, tourism, logistics, and agriculture-focused industries. **Rising location** for technology companies including FPT.

FPT – Powering Growth across Tier-1 & Tier-2 Cities





04

Possibilities Powered 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.

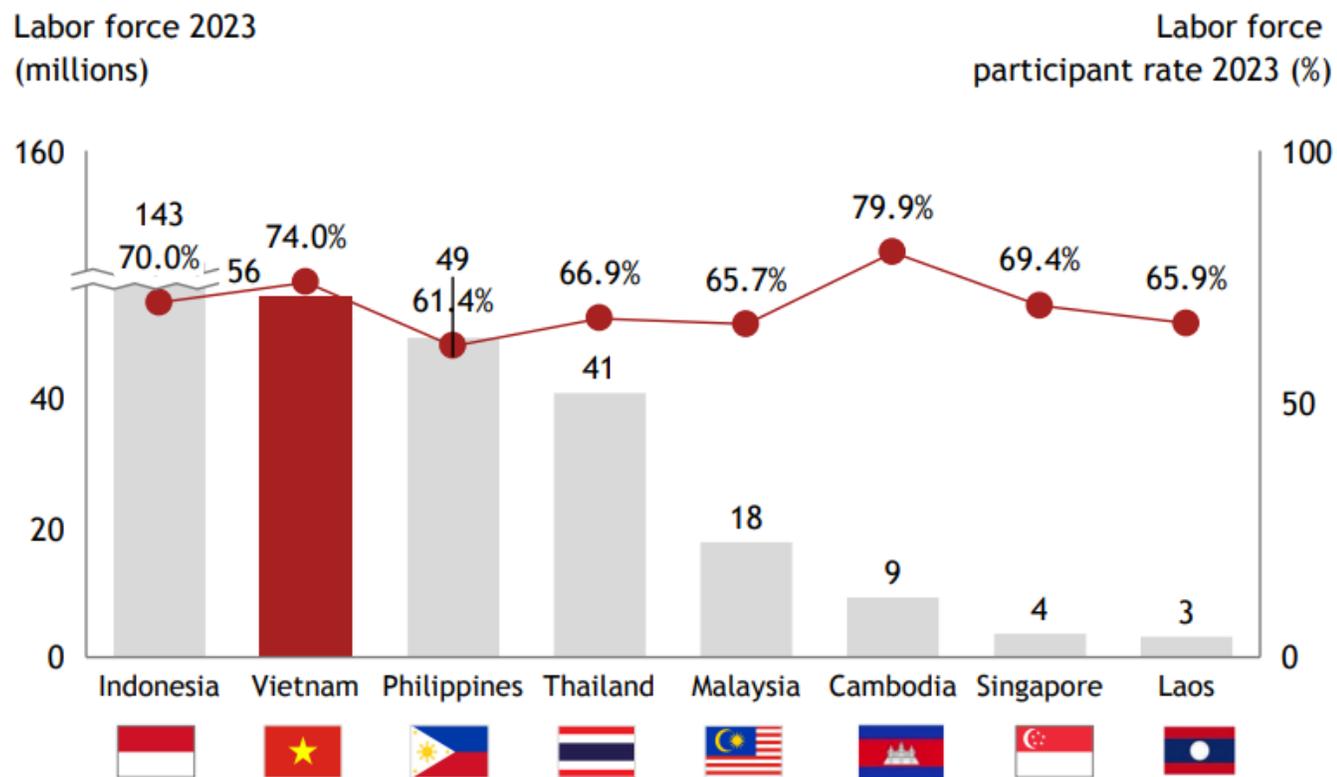
- Vietnam National Innovation Center



Vietnam's Workforce Overview

Top 2 Largest Labor Force in Southeast Asia

Source: Vietnam National Innovation Center



Young, Fast-Learning & Inclusive Workforce

50% of the total population under the age of 35

67.4% of the total population within working age (15 – 64)

75% of female labor force participation rate – one of the **highest globally**

Empowered by a Strong Education System

On par with OECD countries in Vietnamese students' PISA results for key subjects like math (469 vs 472)

Outperform on the World Bank's Human Capital Index

Vietnam's ICT Market Landscape

560,000+

Skilled IT Professionals

55,000 - 60,000+

New SW Graduates

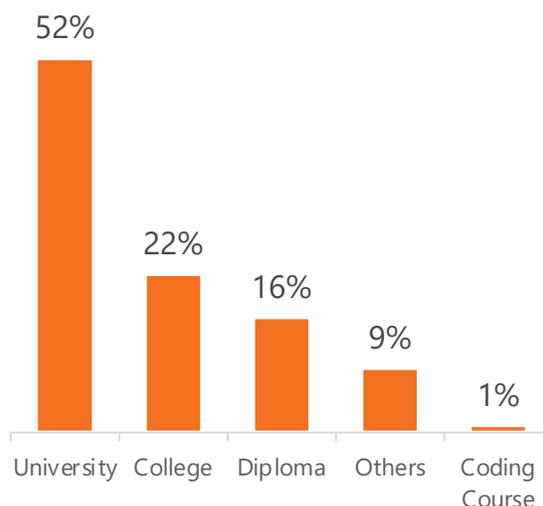
From Universities & Colleges
15% increase every year

~10%

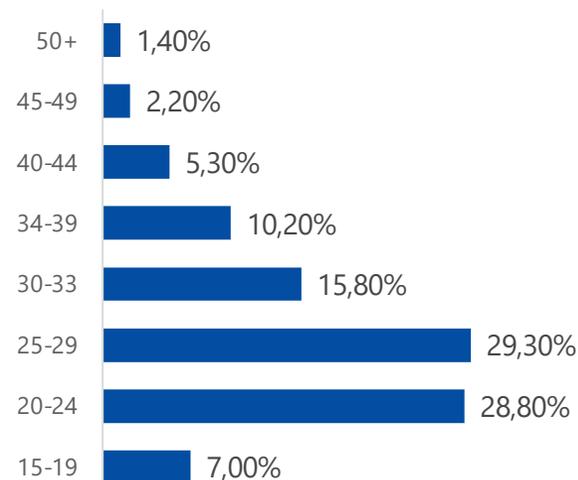
Total Graduates

~550.000 new graduates from
Universities & Colleges every year

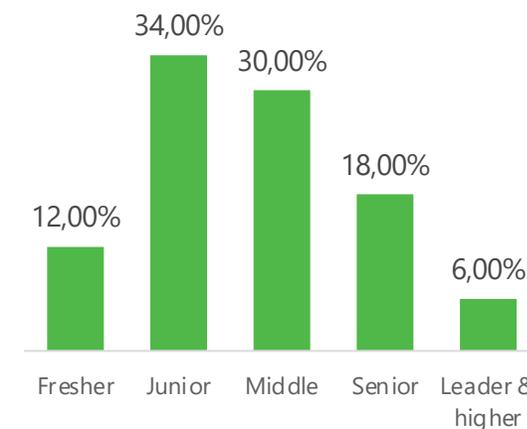
By Graduates Level



By Age



By Level



Source:
TopDEV Vietnam IT Market Report 2024-2025



10th
Ranked

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

84.5%

**of Vietnamese
developers**

Have actively used or plan to
use **Gen AI** in daily work.

**Technology Education
embedded in all levels**

IT & technology concepts are introduced to
students from grade 3, focusing on digital
literacy, problem-solving, and critical thinking

FPT - Fostering the Future-Ready Workforce

Vietnam's record high investment in developing digital talents

107% year-on-year increase

in investment for education - a historic high

40,000

digital talent scholarships committed for 2024

Human Resources for Innovation - Startup Ecosystem Program

launched in partnership with USAID for strengthening basic digital skills.

Vietnam Network of Higher Education Innovation Entrepreneurship Center (VNEI)

established & growing with 32 members, aiming to boost R&D among institutions.



Targeting **one million** digital transformation personnel by 2035

Industry	Partners	Areas of collaboration
AI	 	<p>Integrate AI trainings for high-school and college students, aiming to reach 30,000 students in 5 years.</p> <p>Create a comprehensive AI curriculum for students of all grades & potentially open an AI engineering center.</p> <p>Corporate in applied research & provide trainings & internships for the university's students></p>
Semiconductors		Establish the Department of Semiconductor and Microelectronics with in-depth training in IC design.
Automotive		Launch the Automotive Software Engineering (ASE) department to equip students with in-depth knowledge about automotive technologies.



05

FPT in Global IT Services

A Trusted Partner for Complex Opportunities and Challenges





 **Founded** **1988**

 **Public Listed** **Dec 2006** (HOSE: FPT)

 **Revenue** **USD 2.66 billion**
(FY2025) (core business)

 **No. of** **54,000+**
Employees (core business)

80,000+
(including affiliated companies)

Trusted by 1,100+ Customers

including 130+ Fortune 500

"We are extremely happy working with FPT that embodies **Trust, Commitment and Friendship.**"



Masahiko Ishii
Executive VP and Member of the Board

"Our partnership with FPT allows us to **accelerate** the adoption of **AI-driven solutions** that improve hospital operations, enhance patient care, and optimize medical workflows."



Mark Stoesz
President, Enterprise Solutions and Partnerships for International Market

"The relationship between Zuellig Pharma and FPT has become more than just vendor or partner, it has become a very interesting, **well-oiled machine** in which we understand each other"



Luiz Enriquez
Group Chief Technology Officer, CTO, CIO

"The FPT team is going to bring something that we don't even have in the US, and to drive us to **even better heights.**"



David Rice
Senior VP, Product & Engineering

"We want to be a data-first company, driven by insights from AI models. We are fortunate to be working with **FPT- an AI-first company**, to support us mapping data and drive tangible insights"



Daniel McEwan
Director of Partnerships

"We strongly recognize FPT's **technical expertise and maturity**, and Airbus' **continued confidence** in the company as a trusted and capable partner."



Wouter Van Wersch
Executive Vice President International



Advancing through Global Alliance



- **2 AI Factories** in Vietnam and Japan, leveraging NVIDIA's advanced GPU technology.
- Joined **NVIDIA Partner Network** as a Service Delivery Partner and aims to become a Global System Integrator.
- Established a tech ecosystem to provide AI Factory Development, alongside SCSK, ASUS, HP, and more.
- Over **10,000 NVIDIA certificates** in FPT Software (as of 2025).



- Over **25 years of global collaboration**.
- Partnership's key aspects: Cloud Deployment, Digital Transformation, Teamwork Deployment and Advanced Specializations (Low Code App Development, Cloud Security...)
- Over **3,000 Microsoft Certified Engineers** and 2 Microsoft MVPs in FPT Software (as of 2025).



- Partner since 2003 across various domains.
- **SAP Regional Strategic Services Partner (RSSP)** in 2023 in APAC & Japan.
- SAP APJ Partner Excellence Award 2025 for Regional Strategic Services Partner in 2025.
- Over **1,600 SAP consultants** and **1,250 SAP certificates** in FPT Software (as of 2025).



- Over 10 years of partnership and 750+ AWS certifications, FPT achieved **AWS Generative AI Competency**, underscoring its technical depth and proven customer success.



- In 2025, FPT became Vietnam's **first ServiceNow Partner**, accelerating AI-powered low-code adoption across Asia-Pacific.

Advancing through Global Alliance

kyndryl



- Aim to **accelerate enterprise digital transformation** across North America, Europe, the United Kingdom, and Japan; And provide unified, end-to-end solutions to customers in high-demand sectors like BFSI and retail.
- Together the partnership will provide and support application-infrastructure solutions including AI & Data, application services, cloud migration, IT consulting and Infrastructure operations.

SCSK



- The partnership started in 2018 for IT services in Asia Pacific region.
- Established **COBOL PARK** to secure talent pipeline and support legacy system modernization and maintenance.
- Aimed to address the "2025 Digital Cliff" and targeted Japan's 500-billion-yen financial sector.



- FPT became **Chelsea Football Club's Principal Partner and an official partner in Digital Transformation** in 2025.
- The partnership leverages FPT's tech expertise and digital transformation roadmap to elevate Chelsea FC's fan engagement, business operations and performance on and off the pitch.

International Recognitions (*)

AI & Data

<p>IDC MarketScape: Asia/Pacific AI-Enabled Front-Office Conversational AI Software Vendor Assessment, 2025</p>	<p>AI-driven ADM Services ISG Provider Lens™ Study – APAC, 2025</p>	<p>IDC MarketScape: Worldwide Front-Office Conversational AI Software Vendor Assessment, 2024</p>	<p>Everest's Data and Analytics (D&A) - PEAK Matrix for Services Assessment, 2023</p>
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DX & Automation

<p>Gartner Market Share: Services, Worldwide, 2025</p>	<p>Forrester Landscape: The Digital Transformation Services, 2025</p>	<p>Forrester Landscape: The Connected Product Engineering Services, Q2 2025</p>	<p>The Forrester Wave™: Connected Product Engineering Services, Q4 2025</p>
<p>Application Development and Transformation Services for Applications PEAK Matrix, 2025</p>	<p>Digital Transformation Services for Mid-market Enterprises PEAK Matrix® Assessment, 2025</p>	<p>Gartner's Market Share: Services, Worldwide, 2024</p>	<p>Gartner's Peer Insights™ 'Voice of the Customer': Robotic Process Automation, 2024</p>
<p>Forrester Landscape: The Modern Application Development Services Landscape, 2024</p>	<p>Forrester Landscape: The Continuous Automation and Testing Services, 2024</p>		

Industry Solutions

<p>Automotive and Mobility Services and Solutions ISG Provider Lens™ Study, APAC, 2025</p>	<p>Banking IT Services PEAK Matrix® Assessment, 2025</p>	<p>HFS Horizons: Manufacturing Intelligent Operations Services, 2024</p>	<p>IDC's MarketScape: Asia/Pacific Manufacturing Execution Systems Vendor Assessment, 2023</p>	<p>Everest's ACES Automotive Engineering Services PEAK Matrix Assessment, 2023</p>
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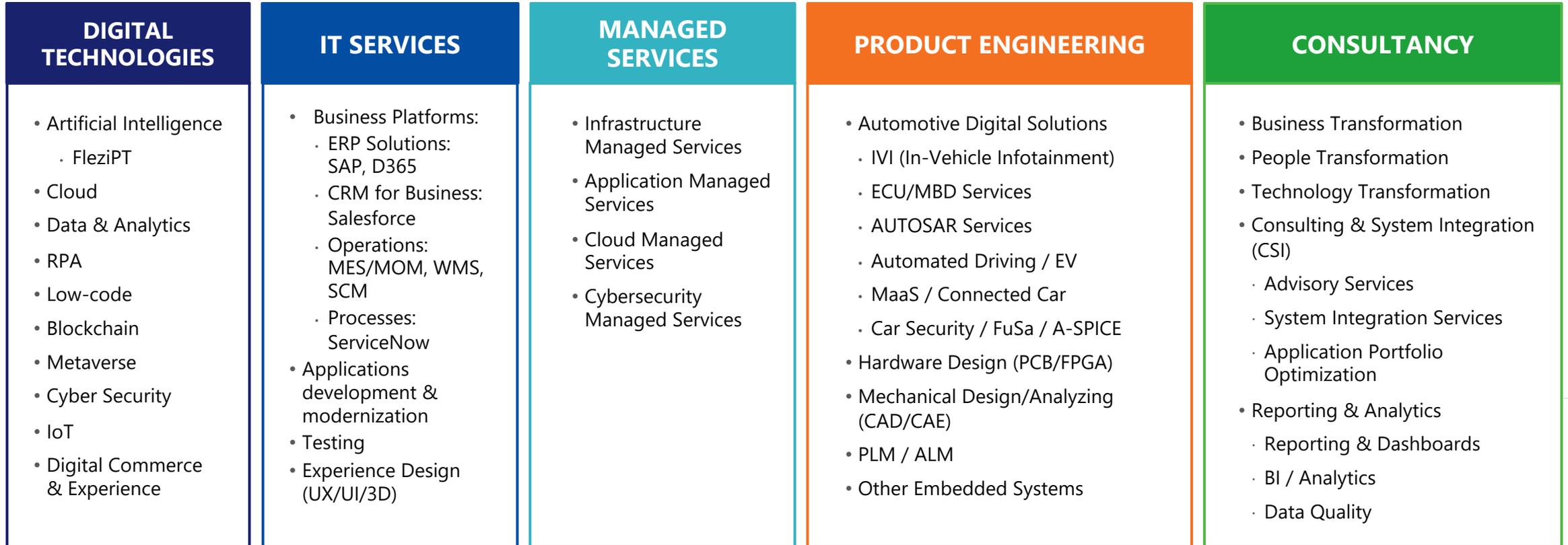
Cloud, Security & Managed Services

<p>Asia/Pacific Context: Magic Quadrant for Public Cloud IT Transformation Services, 2025</p>	<p>Gartner's Market Share Analysis: Infrastructure Implementation and Managed Services, Worldwide, 2025</p>	<p>IDC MarketScape: Asia/Pacific (Excluding Japan) MDR Services, 2025</p>	<p>AWS Ecosystem Partners ISG Provider Lens™ Study – APAC, 2025</p>	<p>Gartner's Market Guide For Public Cloud Managed And Professional Services, Asia/Pacific, 2024</p>
<p>IDC MarketScape: Asia/Pacific Professional Security Services (PSS) & Managed Security Services (MSS) Vendor Assessment, 2024</p>	<p>ISG AWS Ecosystem Partners Provider Lens™ Study, 2024</p>	<p>Forrester Landscape: The Application Modernization and Multi Managed Services, 2024</p>	<p>Asia/Pacific Cloud Security Services Vendor Assessment, 2023</p>	

Enterprise Solutions

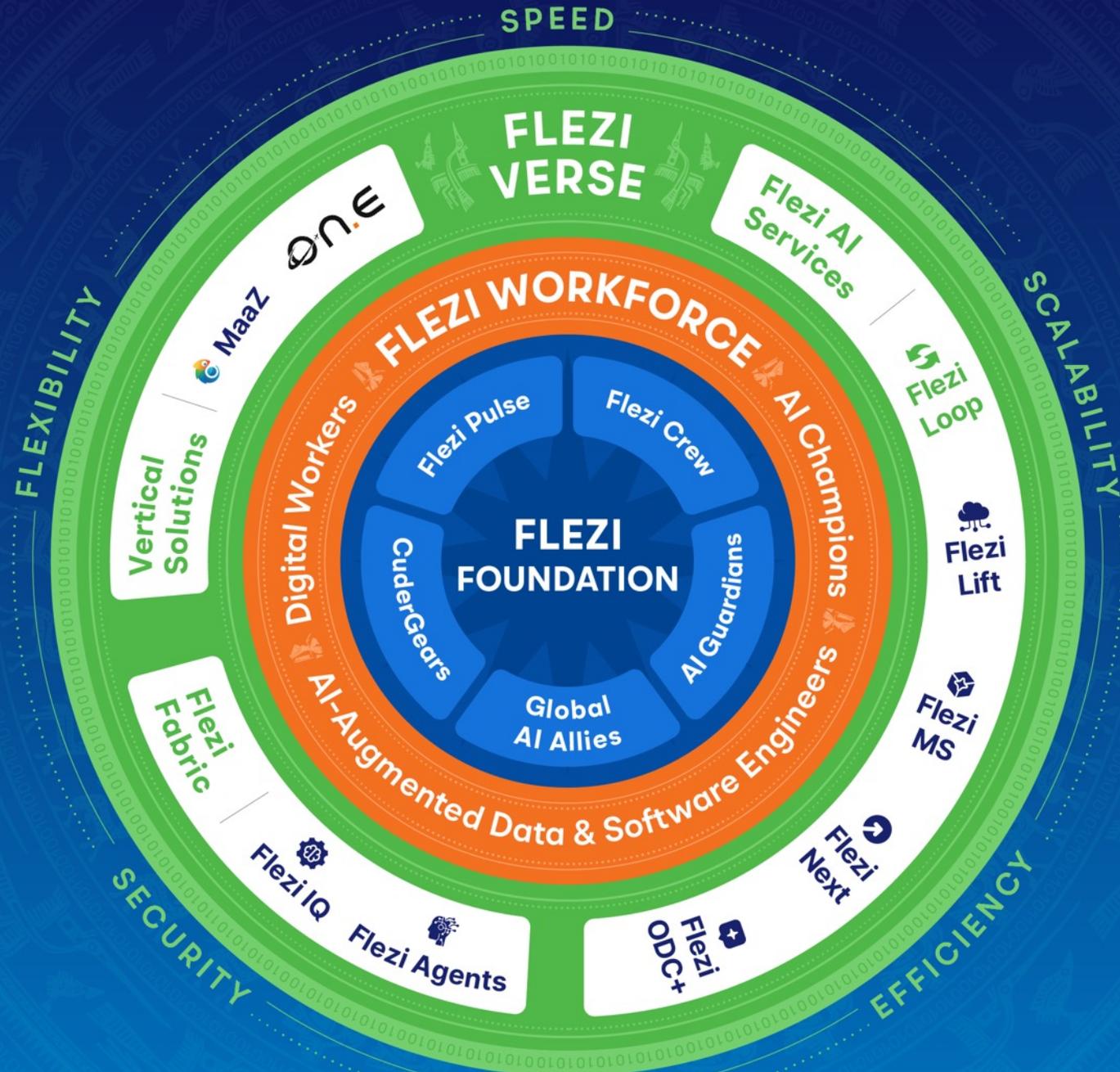
<p>The Forrester Wave™: Microsoft Business Applications Services, Q1 2026</p>	<p>SAP Ecosystem Partners ISG Provider Lens™ Study – APAC, 2025</p>	<p>ISG Next-Gen ADM Services Provider Lens™ Study, 2024</p>	<p>SAP Business Application Services for Mid-market Enterprises PEAK Matrix® Assessment, 2024</p>	<p>Gartner's Market Guide for Microsoft 365 Implementation and Support Services, 2024</p>
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Complete IT Solutions Provider



END-TO-END COMPLETE SOLUTION

FPT
FLEZIPT
AI-FIRST
EVOLUTIONARY
PLATFORM



**AI-First for
Next-Level
Transformation**

Global AI Allies



FPT in Global IT Services



FLEZI VERSE - AI That Delivers Business Outcomes

- A suite of ready-to-scale solutions that modernize business operations
- Embeds AI into core IT services such as Cloud, Data, and Application Modernization
- Proven platforms like IQ Data Platform and Flezi Agents to accelerate time-to-value
- Drives measurable transformation across key industries, not just pilots

FLEZI WORKFORCE – Faster, More Flexible Delivery at Scale

- Provides flexible access to AI-augmented delivery teams that work faster and smarter
- Uses Digital Workers to automate repetitive tasks, reducing cost and turnaround time
- Enables rapid scale up or down through FPT's AI-enabled Global Delivery Model
- Ensures consistent quality, speed, and flexibility to meet changing business demands

FLEZI FOUNDATION – Secure, Future-Ready AI at Enterprise Scale

- Ensures secure, reliable AI adoption built into day-to-day delivery
- Uses advanced tooling and automation to improve speed, quality, and consistency
- Applies Responsible AI and security-by-design, trusted by global enterprises
- Future-proofed through co-innovation with leading partners like NVIDIA, Microsoft, SAP, and Landing AI

60%

optimized development time

50%

reduction in rework

30%

Boost in developers' productivity

25,000+

AI-augmented, globally certified engineers

2,000+

AI & Data engineering students graduating annually

2

FPT AI Factory equipped with NVIDIA GPU H100 & H200



FPT Education Group



FPT University

International Standards:

ITSS

Information Technology Skill Standard

152,000+

Students

180+

Partners from 40+ countries

ETSS

Embedded Technology Skill Standard

1

Center for international student exchange and development

ACM

Association of Computing Machinery

~30 cities & provinces



THANK YOU!

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