

Ca Mau

Provincial performance in implementing Free Trade Agreements

Good
CLASSIFICATION

CLASSIFICATION

Good

Ranked 5th out of 34 assessed provinces and cities.

OVERALL SCORE

29.10 / 40

Above the national average (+7.44 points).

STANDOUT PILLAR

1 / 34

Sustainable development is the nationally leading pillar.

FOUR PILLARS OVERVIEW

A INFORMATION ACCESS

RANK 5 / 34

6.49 / 10

+1.69 vs avg

B IMPLEMENTATION OF FTA REGULATIONS

RANK 7 / 34

6.48 / 10

+1.28 vs avg

C SUPPORT POLICIES

RANK 11 / 34

6.38 / 10

+0.56 vs avg

D SUSTAINABLE DEVELOPMENT

RANK 1 / 34

9.29 / 10

+3.33 vs avg

★ STRENGTHS

- #1 National leader in Sustainable Development (Pillar D)
- #2 Impact of compliance with sustainable development commitments (D2)
- #3 Enterprises' awareness of Web Portals (A9)
- #4 Enterprises firmly grasp regulations issued to implement FTA commitments (B1)

LIMITATIONS

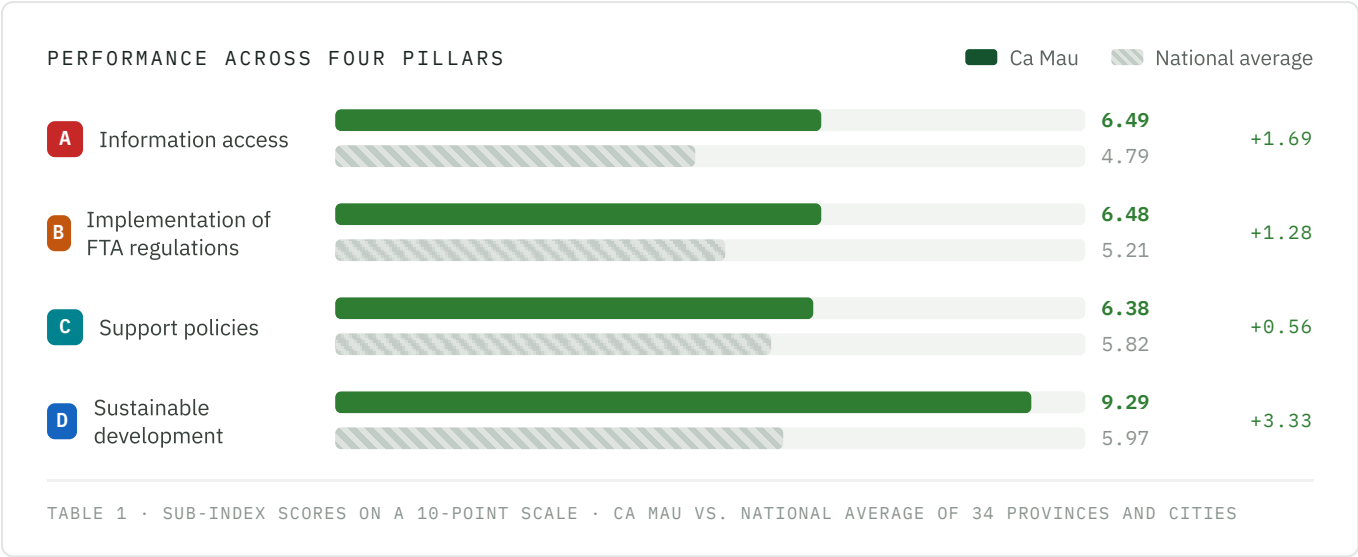
- #28 Complexity of complying with legal documents on FTAs (B4)
- #27 Diversity of FTA utilisation activities (C3)
- #18 Quality of market forecasting and import-export guidance information (A8)

SOURCE: FTA INDEX 2025 (CONDUCTED BY FOREIGN TRADE UNIVERSITY AT THE REQUEST OF THE MINISTRY OF INDUSTRY AND TRADE); SURVEY OF 4,066 IMPORT-EXPORT ENTERPRISES. SUB-INDEX SCORES ON A 10-POINT SCALE; OVERALL SCORE ON A 40-POINT SCALE. RANKINGS OUT OF A TOTAL OF 34 PROVINCES AND CITIES.

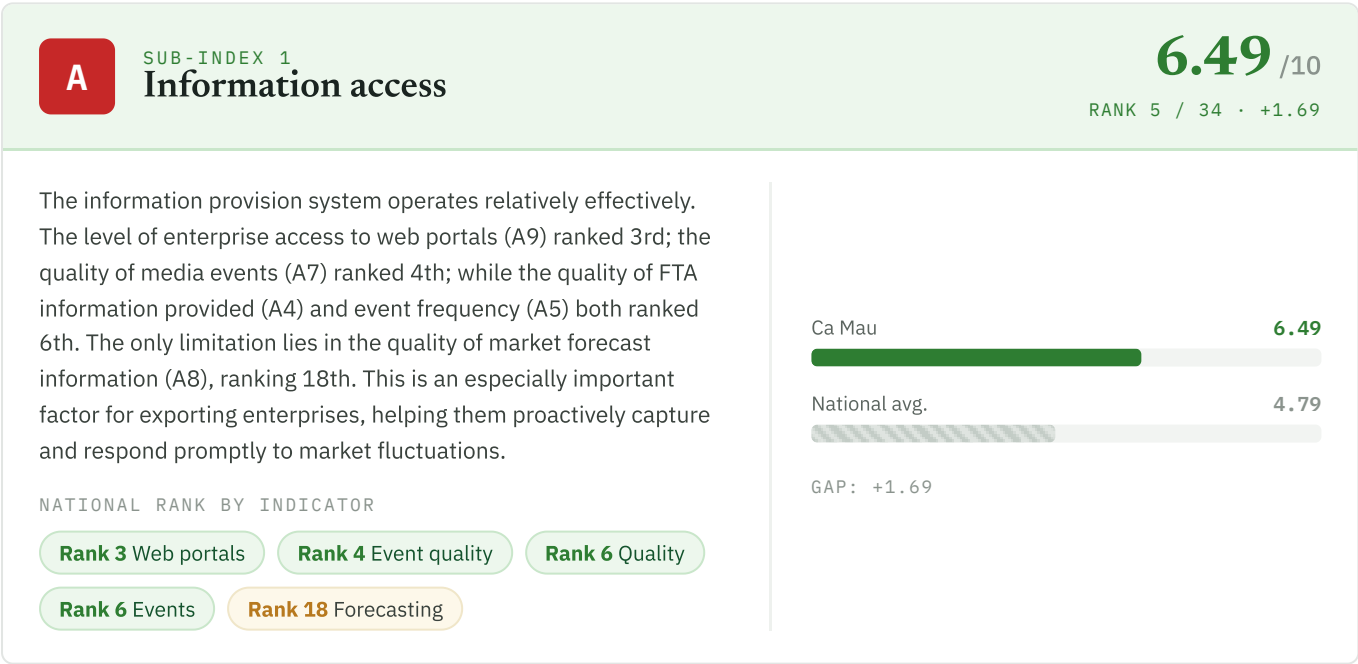
01 Overall Result

Ca Mau scored **29.10 out of 40 points**, ranking **5th out of 34 provinces and cities**, placing in the "Good" group. This result reflects the comprehensive development capacity of the locality: all four pillars sit above the national average. Sustainable development is currently the clearest advantage, with Ca Mau leading the nation (9.29/10). As a locality with strengths in seafood export, enterprises' readiness for

sustainable development commitments is a significant competitive advantage. However, limitations remain in the complexity faced by enterprises in complying with FTA-related regulations (ranking 28th) and the forms of utilizing preferences, which are not yet diverse or optimized (ranking 27th).



02 Detailed Analysis by Sub-Index



However, enterprises still assess complying with FTA regulations as complex (B4, ranked 28th). This indicates that although enterprises' level of understanding of FTA rules is relatively good, practical application still faces many difficulties.

NATIONAL RANK BY INDICATOR

Rank 4 Legal grasp

Rank 5 Guidance frequency

Rank 6 Training

Rank 8 Feedback

Rank 28 Regulation compliance

National avg.

5.21

GAP: +1.28



SUB-INDEX 3

Policies supporting FTA utilisation

6.38 /10

RANK 11 / 34 · +0.56

Policies and programmes supporting enterprises to utilize FTAs achieved positive results: enterprises' ability to access and benefit from support policies (C6) ranked 6th, and policy effectiveness (C7) ranked 8th. Enterprises' evaluation of the level of utilization of FTAs in which Vietnam participates (C1) ranked 12th.

A limiting aspect is that forms of preferential utilization activities are not yet diverse (C3, ranked 27th), as provincial enterprises mainly focus on exploiting tariff preferences.

NATIONAL RANK BY INDICATOR

Rank 6 Support access

Rank 6 Trade promotion

Rank 8 Effectiveness

Rank 12 Utilisation rate

Rank 27 Utilisation forms

Ca Mau

6.38

National avg.

5.82

GAP: +0.56



SUB-INDEX 4

Sustainable development commitments

9.29 /10

RANK 1 / 34 · +3.33

Nationally leading Maintaining consistency across all sub-indicators: impact of sustainable development on enterprise business operations (D2) ranked 2nd, knowledge of sustainable development commitments (D1) ranked 4th, enterprise readiness (D3), support from state agencies (D4), and the importance of complying with sustainable development commitments (D5) ranked 5th, and forms of support (D6) ranked 7th. Sustainable development support by the local government has become a stable component in the province's institutional environment.

NATIONAL RANK BY INDICATOR

Rank 2 Impact

Rank 4 Knowledge

Rank 5 Readiness

Rank 5 State support

Rank 5 Compliance

Ca Mau

9.29

National avg.

5.97

GAP: +3.33

STRENGTHS

- National leader in sustainable development: all six sub-indicators are in the top seven provinces and cities, playing an important role in driving provincial export activities.
- Supporting enterprises in implementing FTA-related regulations achieves good results: demonstrated by guidance work and the quality of training activities all ranking high.
- The support ecosystem operates effectively: enterprises easily access and benefit from support programmes/policies.

AREAS TO IMPROVE

- Complexity of regulatory compliance: enterprises' administrative procedural burden needs to be minimized to increase utilization opportunities.
- Forms of preferential utilization are not yet diverse: the scope of application remains narrow, and enterprises mainly focus on tariff preferences.
- Quality of market forecasting information: needs improvement as forecasting information plays a vital role in ensuring enterprises respond promptly to market fluctuations.

Strategic directions for the next phase

SHORT-TERM · 0-12 MONTHS

MEDIUM-TERM · 1-3 YEARS

1

Reduce compliance burden

Simplify procedural processes so that the application of regulations becomes smooth.

B4 Rank 28 → Top 15

2

Diversify utilisation forms

Support enterprises to leverage commitments more deeply, such as rules of origin, SPS measures, TBT, and trade facilitation.

C3 Rank 27 → Top 15

3

Market forecasting

Provide price signals and sector-specific market information.

A8 Rank 18 → Top 10

4

Maintain leading position

Transform readiness in sustainable development into market advantages, driving sustainable exports.

D Maintain #1 position

GOAL

★ Break through from "Good" to "Very Good": simplify administrative procedures and diversify FTA utilisation forms, while maintaining the leading position in sustainable development