

Ho Chi Minh City

Provincial performance in implementing Free Trade Agreements

Fair

CLASSIFICATION

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Fair

Ranked 13th out of 34 assessed provinces and cities.

OVERALL SCORE

23.16 / 40

Higher than the national average (+1.50).

HIGHLIGHT

Evenness

All four pillars are close to the national average, with neither exceptionally high nor weak pillars.

FOUR PILLARS OVERVIEW

A INFORMATION ACCESS

RANK 17 / 34

4.66 / 10

-0.14 vs avg

B IMPLEMENTATION OF LEGAL REGULATIONS

RANK 16 / 34

5.58 / 10

+0.38 vs avg

C SUPPORT POLICIES

RANK 16 / 34

5.81 / 10

-0.01 vs avg

D SUSTAINABLE DEVELOPMENT

RANK 12 / 34

7.11 / 10

+1.14 vs avg

★ STRENGTHS

- #15 Enterprises' ability to access support policies (C6)
- #15 Quality of information provided & effectiveness of state support for sustainable development (A4, D4)
- #16 Enterprises' knowledge of FTAs & exploitation activities (A1, C3)
- #17 Frequency of guiding enterprises on legal documents & ease of compliance (B2, B4)

LIMITATIONS

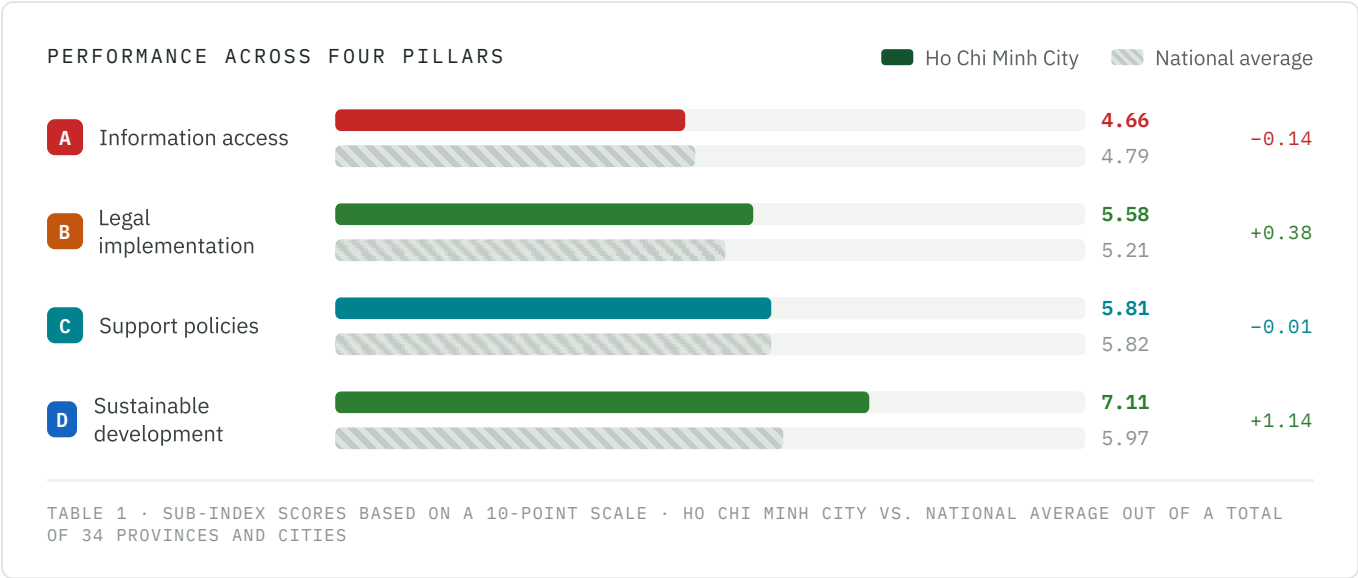
- #31 Information on FTAs from state management agencies (A2)
- #28 Forms of accessing information & quality of market forecast information (A3, A8)
- #25 Actual level of FTA utilisation (C1)
- #23 Quality of guidance on legal documents & diversity of commitments being utilised (B3, C4)

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 ARE BASED ON A 10-POINT SCALE; OVERALL SCORE IS BASED ON A 40-POINT SCALE. RANKINGS ARE BASED ON A TOTAL OF 34 PROVINCES AND CITIES.

01 Overview of Results

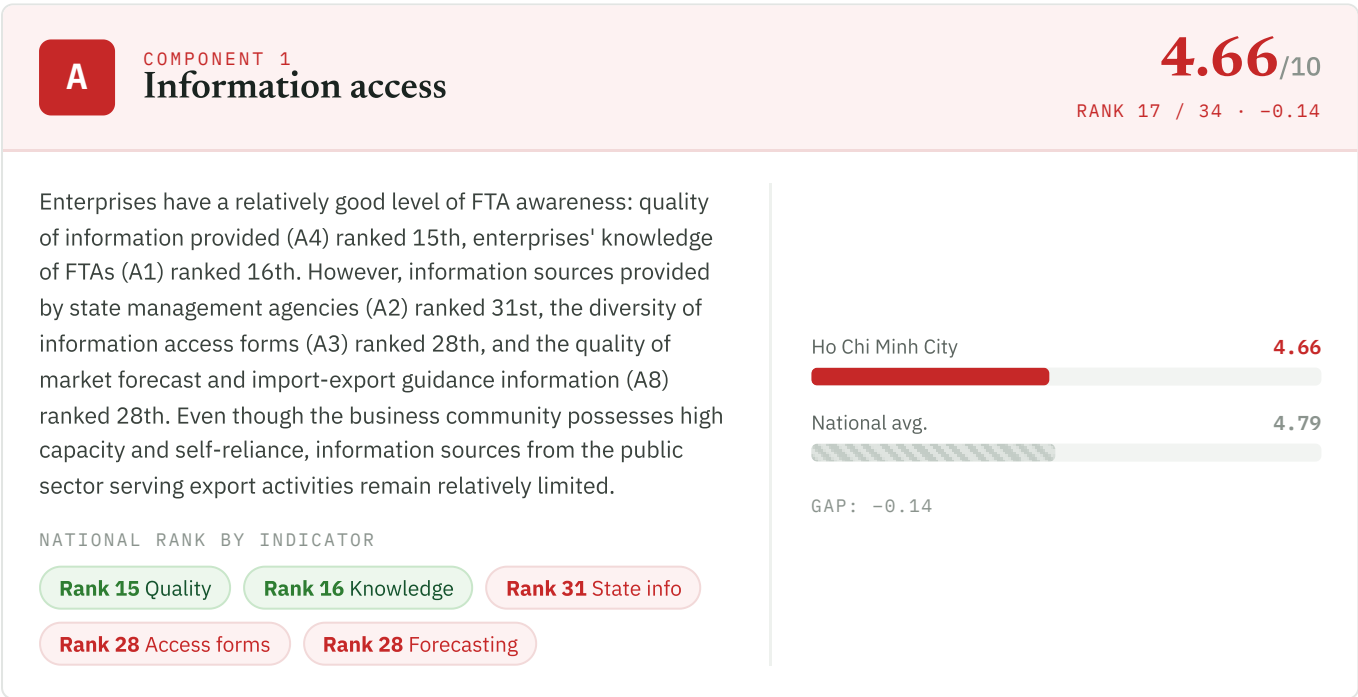
Ho Chi Minh City ranked **13th out of 34 assessed provinces and cities**, placing in the "Fair" group. The most prominent characteristic in the city's results is the evenness across pillars. However, despite being a major economic region of Vietnam and a key trade gateway, the city is performing at a level close to, rather

than exceeding, the national average across all four pillars. The limitation that needs focused remediation currently is the information supply, as proactive information provision from state agencies currently ranks only 31st. The unexploited headroom suggests the next strategy for Ho Chi Minh City: a distance of 0.8 to 1.3 points from the leading locality in each pillar is a signal that breakthrough potential is entirely feasible.



02

Detailed Analysis by Sub-Index



ranked 17th, level of enterprises' solid grasp of legal aspects (B1) ranked 20th. Additionally, the quality of document guidance (B3, ranked 23rd). In summary, room for improvement lies in enhancing the quality of guiding enterprises on documents and regulations, increasing the two-way interaction of guidance activities and programmes, and encouraging enterprises to actively contribute feedback.

NATIONAL RANK BY INDICATOR

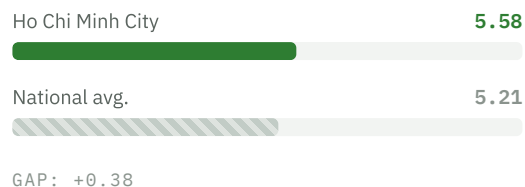
Rank 17 Guidance freq.

Rank 17 Compliance

Rank 20 Legal grasp

Rank 20 Training

Rank 23 Quality



C COMPONENT 3 Policies supporting FTA utilisation

5.81/10

RANK 16 / 34 · -0.01

Business support policies and programmes operate stably and record fair results. Specifically, enterprises' ability to access and benefit from support (C6) ranked 15th, and effectiveness of support activities (C7) ranked 17th. However, the depth of agreement exploitation has not yet reached expectations: actual level of FTA utilisation (C1) ranked 25th, diversity of commitments utilised (C4) ranked 23rd. In the short term, the city needs to focus on transforming standard exploitation into in-depth exploitation, maximizing preferences beyond tariff reductions.

NATIONAL RANK BY INDICATOR

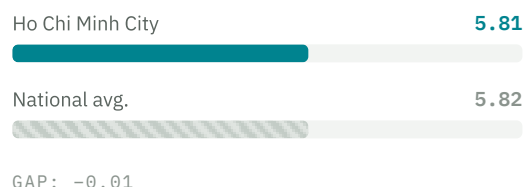
Rank 15 Support access

Rank 16 Exploitation forms

Rank 17 Effectiveness

Rank 25 Actual exploitation

Rank 23 Commitments



D COMPONENT 4 Sustainable development commitments

7.11/10

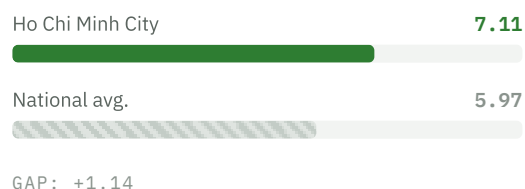
RANK 12 / 34 · +1.14

This is the pillar recording the highest result for Ho Chi Minh City. State support activities and quality for enterprises' compliance with sustainable development commitments (D4) ranked 15th, closely tracking the national benchmark. This is a relative bright spot, but has not yet broken through to the leading group. With its position as the country's largest commercial center, boosting compliance with sustainable development commitments should be one of the top priorities for the city in the next phase.

NATIONAL RANK BY INDICATOR

Rank 15 State support

Rank 15 Quality



03 Conclusions & Policy Implications

STRENGTHS

AREAS TO IMPROVE

- Business community with high capacity and self-reliance: demonstrated through enterprises' knowledge foundation regarding FTAs.
- Stable, accessible support ecosystem: enterprises' ability to access support policies ranked 15th, effectiveness of support policies and programmes ranked 17th.
- Sustainable development above the national average: enterprises have shown proactiveness in knowledge, and compliance support work has also recorded certain results.
- Improve the information provision of state management agencies: official information sources will play a core role in enterprises updating on FTAs.
- Exploitation depth needs continued support: enterprise FTA utilisation occurs broadly but not deeply; the scope of commitments utilised remains narrow and mainly revolves around traditional commitments.
- Quality of market forecast and import-export guidance information remains limited: future guidance needs to be proactive and updated regularly, in detail by key markets.

Strategic directions for the next phase

transforming resources into leadership

SHORT-TERM · 0-12 MONTHS

MEDIUM-TERM · 1-3 YEARS

1

Boost information supply

Strengthen state information dissemination, forecasting activities, and market information for exporting enterprises.

A2 31 → top 15

2

Promote deeper exploitation

Support enterprises to maximize preferences in new-generation agreements beyond basic tariff cuts.

C1 25 → top 10

3

Improve guidance quality

Enhance the quality and two-way interaction of legal guidance activities - an important component in improving enterprise capacity.

B3 23 → top 10

4

Breakthrough in sustainability

Transform the city's leading economic position into a guiding role in sustainable development.

D 12 → top 5



GOAL

Break through from "Fair" to "Good": the city's economic resources and trade nucleus role demand an FTA support system that also belongs to the leading group