

Lam Dong

Provincial implementation results of Free Trade Agreements

Moderate
CLASSIFICATION

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Moderate

Ranked 20th out of 34 assessed provinces and cities.

OVERALL SCORE

20.66 / 40

Lower than the national average (-1 point).

KEY IMPROVEMENT AREA

Rank 34

The quality of forecasting information needs focused improvement in the coming time.

FOUR PILLARS AT A GLANCE

A INFORMATION ACCESS

RANK 23 / 34

3.84 / 10

-0.95 vs. average

B LEGAL IMPLEMENTATION

RANK 21 / 34

4.61 / 10

-0.60 vs. average

C SUPPORT POLICIES

RANK 18 / 34

5.77 / 10

-0.05 vs. average

D SUSTAINABLE DEVELOPMENT

RANK 20 / 34

6.12 / 10

+0.15 vs. average

★ RELATIVE STRENGTHS

- #10 Few utilisation barriers for firms (C5)
- #11 Quality of provided FTA information & support programs needed by firms (A4, C8)
- #12 Firms' grasp of legal documents (B1)
- #13 Quality of FTA communication events & firms' knowledge of sustainable development commitments (A7, D1)

GAPS TO BE ADDRESSED

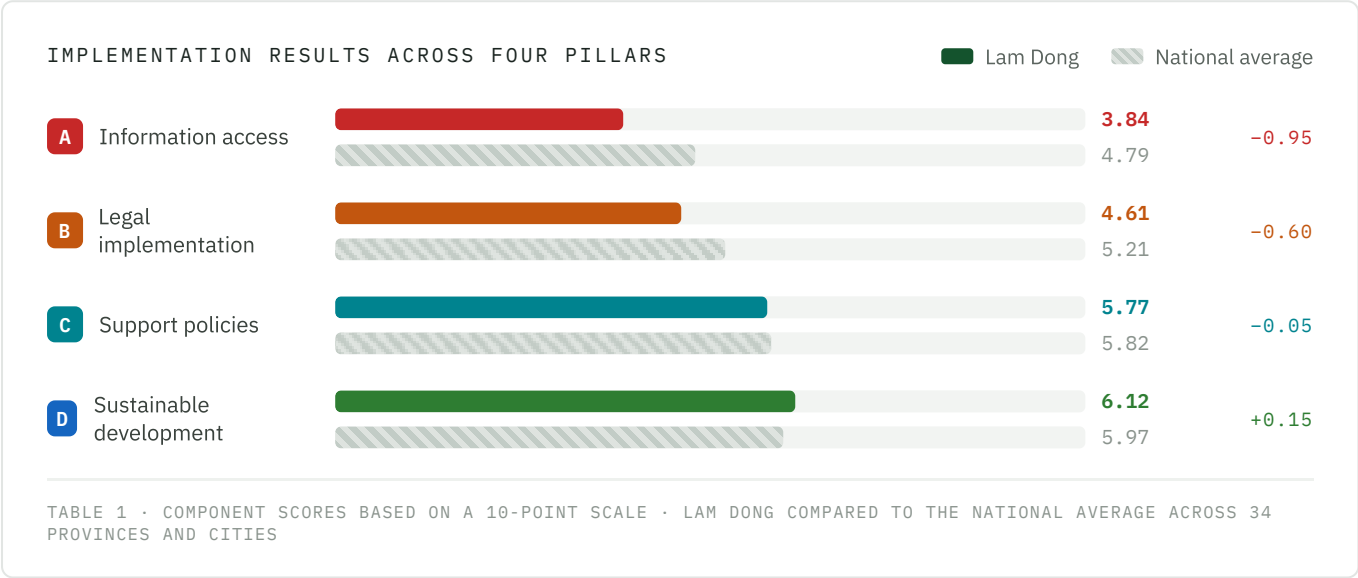
- #34 Quality of market forecasting information and import-export orientation (A8)
- #30 Firms receiving information from state agencies (A2)
- #26 Effectiveness of support policies/programs (C7)
- #23 Forms of FTA information access, simplicity of compliance with legal document regulations, frequency of firms participating in training programs (A3, B4, B5)

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

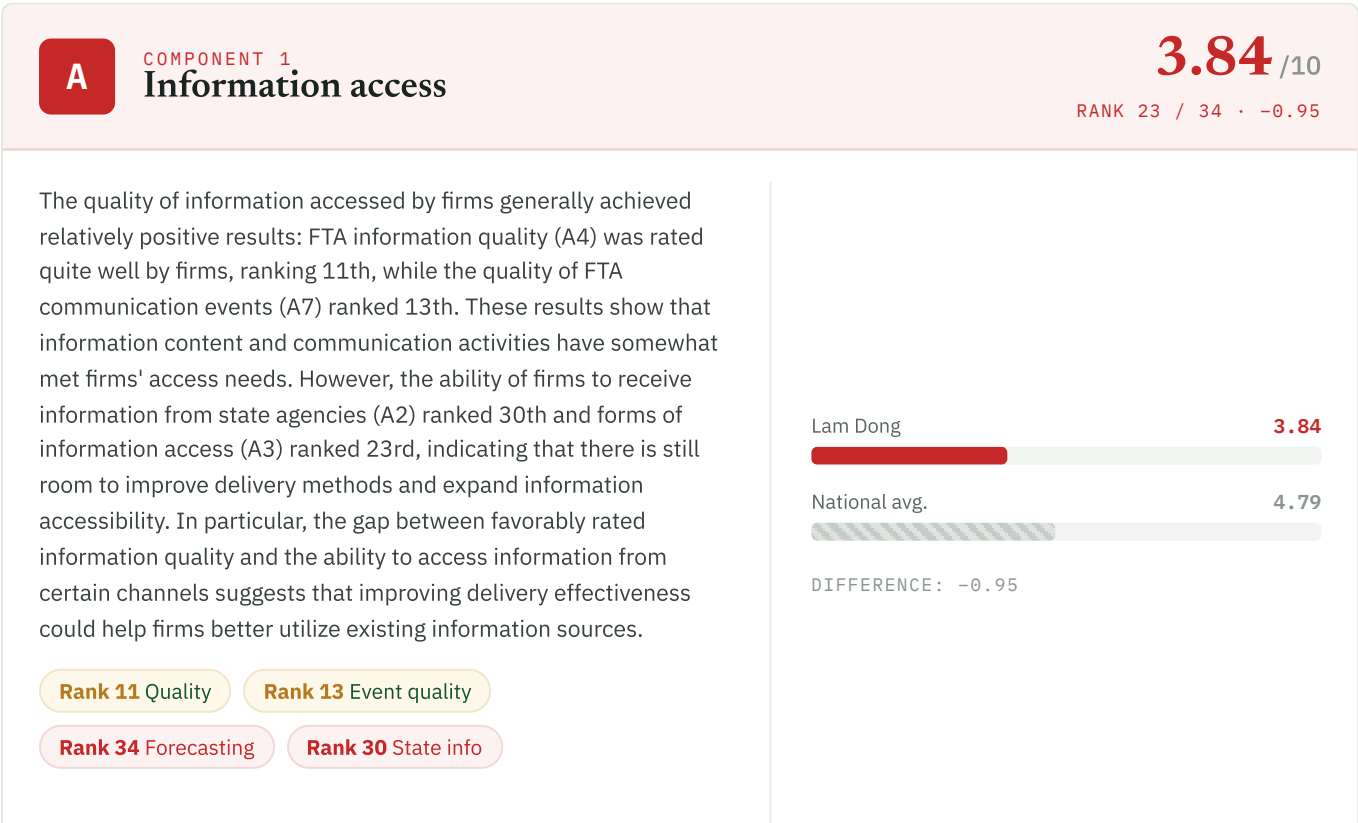
01 Overview of results

Lam Dong scored **20.66 out of 40 points**, ranking **20th out of 34 provinces and cities** and belonging to the "Moderate" group. The locality's results are generally

relatively stable across three pillars, while indicating several aspects with room for improvement, prominently forecasting work and the quality of market information serving import-export activities. For a province in the Central Highlands, where many agricultural products target international markets with frequently changing requirements and trends, continuing to enhance forecasting information delivery capacity can bring significant improvements. On the positive side, the quality of activities supporting firms in utilizing FTAs is relatively good (ranked 11th), while knowledge of sustainable development also reached above the national average (ranked 13th). Overall, results indicate Lam Dong possesses several favorable foundations; continuing to bridge the gap in forecasting and market information can contribute to improving the province's standing in the coming time.



02 Detailed analysis by component indicator



B

COMPONENT 2

Implementation of FTA-related regulations

4.61 /10

RANK 21 / 34 · -0.60

The level of firms grasping legal documents (B1) is a relatively positive point, ranking 12th, showing that businesses have a fairly good foundation of understanding regarding FTA-related regulations. On the other hand, indicators regarding accompanying and supportive activities from management agencies are mainly concentrated in the average group: frequency of guidance from management agencies (B2) ranked 19th, receiving firms' feedback (B7) ranked 20th, and frequency of firms providing feedback and recommendations on mechanisms and policies (B6) ranked 21st. Guidance quality (B3) and simplicity of regulatory compliance (B4) are both ranked 22nd–23rd. Overall, results show that firms' awareness foundation is relatively favorable, while support mechanisms and two-way interaction still have room for continued improvement. Strengthening substantive guidance, creating more feedback channels, and simplifying compliance processes could help better transform existing understanding into practical implementation capacity.

Rank 12 Legal grasp

Rank 19 Guidance freq.

Rank 22 Quality

Rank 23 Compliance

Rank 23 Training

Lam Dong

4.61

National avg.

5.21

DIFFERENCE: -0.60

C

COMPONENT 3

Policies supporting FTA utilisation

5.77 /10

RANK 18 / 34 · -0.05

Results show that the locality has met several basic requirements relatively well in supporting firms to utilize FTAs: barriers in utilizing FTAs at a low level (C5) ranked 10th, unmet support needs at a low level (C8) ranked 11th, and trade promotion activity quality (C9.2) ranked 14th. However, the effectiveness of support policies and programs (C7) ranked 26th, while trade promotion frequency (C9.1) ranked 22nd, indicating that there is still room to improve the effectiveness and regularity of support activities. Overall, the support ecosystem has a relatively stable foundation, reflected in comparatively low barriers and unmet support needs. The next step can focus on improving implementation quality and strengthening connections, thereby helping firms move from accessing support to actively and broadly exploiting FTAs.

Rank 10 Barriers

Rank 11 Unmet needs

Rank 14 Promo quality

Rank 26 Effectiveness

Rank 22 Promo freq.

Lam Dong

5.77

National avg.

5.82

DIFFERENCE: -0.05



COMPONENT 4

Sustainable development commitments

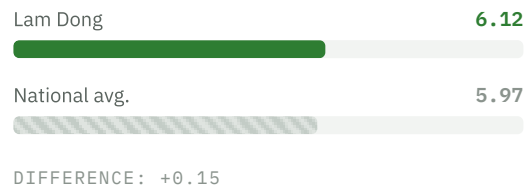
6.12 /10

RANK 20 / 34 · +0.15

This pillar has the most positive results and is the only component reaching above the national average. Firms' knowledge of sustainable development commitments (D1) ranked 13th, while state support work (D4) ranked 14th. These are relatively favorable results, showing that firms have established a certain foundation in accessing and adapting to sustainable development requirements. In the context of environmental standards in international markets receiving increasing attention and refinement, this foundation can create favorable conditions for export enterprises to continue enhancing compliance capacity in the coming time.

Rank 13 Knowledge

Rank 14 State support



03 Conclusions & policy implications

POTENTIAL STRENGTHS

- Support quality positively evaluated: when support activities reach firms, implementation quality is generally rated well, showing that the existing support foundation is relatively well aligned with practical needs.
- Firm grasp of legal documents: the business community has a relatively good foundation of understanding regarding FTA-related legal documents, creating favorable conditions for accessing and implementing commitments.
- Firms' knowledge of sustainable development: relatively positive results, particularly meaningful for the province's key export industries amid increasing emphasis on environmental and sustainable development requirements in the EU market.

AREAS FOR IMPROVEMENT

- Forecasting information: this is one aspect with substantial room for improvement, highlighting firms' need to receive timely and appropriate forecasting information to be more proactive in import-export activities.
- Information from state agencies: capacity to proactively provide and disseminate information still has room for improvement, thereby helping close the gap between information quality and firms' accessibility.
- Support policy effectiveness: support policies and programs have met certain basic needs, but practical implementation effectiveness still requires improvement.

Strategic orientation in the coming period *prioritize definitively resolving the market forecasting gap*

SHORT TERM · 0-12 MONTHS

MEDIUM TERM · 1-3 YEARS

1 Market forecasting

Design market forecasting tailored specifically for exporters of each product category.

A8 34 → top 20

2 Proactive outreach

Enhance state agency information dissemination effectiveness to match the actual quality acknowledged by firms.

A2 30 → top 15

3 Enhance guidance

Elevate the quality of accompanying support activities to catch up with firms' intrinsic legal document comprehension capacity.

B 21 → top 15

4 Prepare for EU compliance

Connect existing knowledge of sustainable commitments with the certification system.

D 20 → top 10



GOAL

Shift from the "Moderate" group to the "Fair" group: definitively resolve the gap in market information forecasting