

Nghe An

Provincial performance in implementing Free Trade Agreements

Fair

BAND 4 OF 6

PERFORMANCE TIER

Fair

Band 4 of 6 — 8th of 34 assessed provinces and cities.

OVERALL SCORE

26.61 / 40

The score is 4.95 points above the national average of 21.66.

STRONGEST PILLAR

5 / 34

Support policies — 1.11 points above the national average.

FOUR PILLARS AT A GLANCE

A INFORMATION ACCESS

RANK 7 / 34

6.24 / 10

+1.44 vs avg

B LEGAL IMPLEMENTATION

RANK 8 / 34

6.36 / 10

+1.15 vs avg

C SUPPORT POLICIES

RANK 5 / 34

6.93 / 10

+1.11 vs avg

D SUSTAINABLE DEVELOPMENT

RANK 11 / 34

7.11 / 10

+1.15 vs avg

★ KEY STRENGTHS

- #4 C3/C4 — FTA utilisation activities & FTA commitments utilised
- #4 D2 — Perceived impact of sustainable development commitments
- #5 A7/B6 — Quality of FTA-related events & Enterprise feedback on legal documents related to FTA commitments
- #7 A5/B5/C1 — Frequency of participation in FTA-related events, Frequency of participation in training on legal documents implementing FTA commitments, FTA utilisation

CRITICAL AREAS FOR IMPROVEMENT

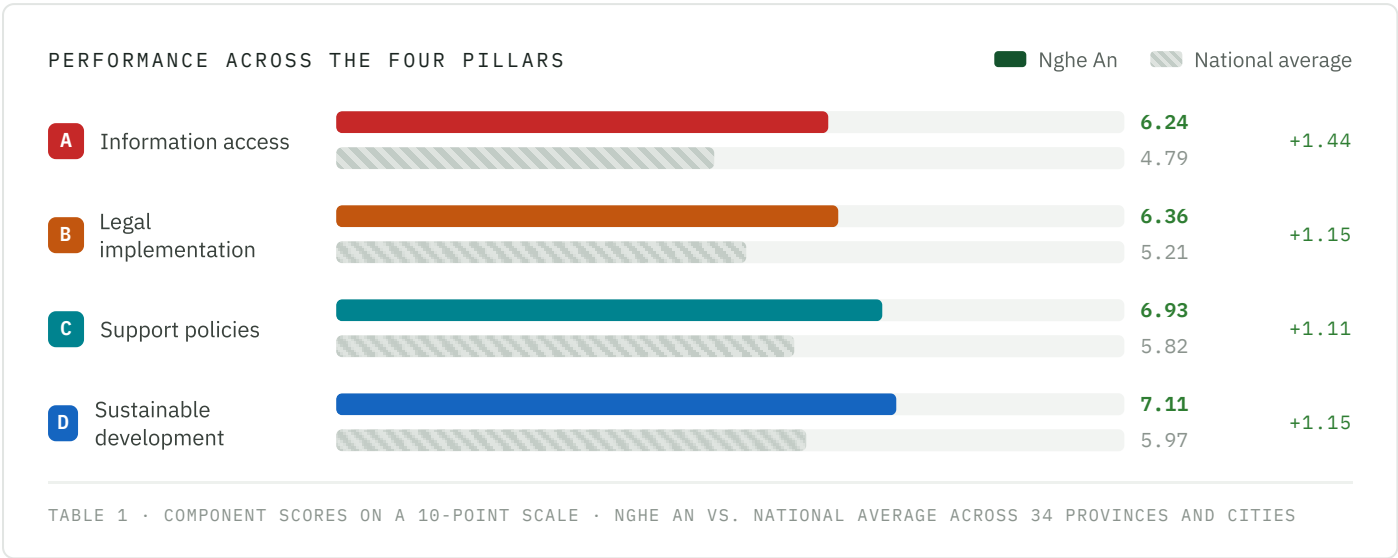
- #23 C5 — Barriers to FTA utilisation
- #17 A1/A9 — Knowledge of FTAs & Quality of FTA-related information on the online portal
- #16 B1 — Understanding of legal documents implementing FTA commitments
- #15 D4 — Effectiveness of support from local authorities

SOURCE: FTA INDEX 2025, PREPARED BY FOREIGN TRADE UNIVERSITY FOR THE MINISTRY OF INDUSTRY AND TRADE; SURVEY OF 4,066 IMPORT-EXPORT ENTERPRISES. COMPONENT SCORES ARE REPORTED ON A 10-POINT SCALE AND THE OVERALL SCORE ON A 40-POINT SCALE. RANKINGS COVER 34 PROVINCES AND CITIES.

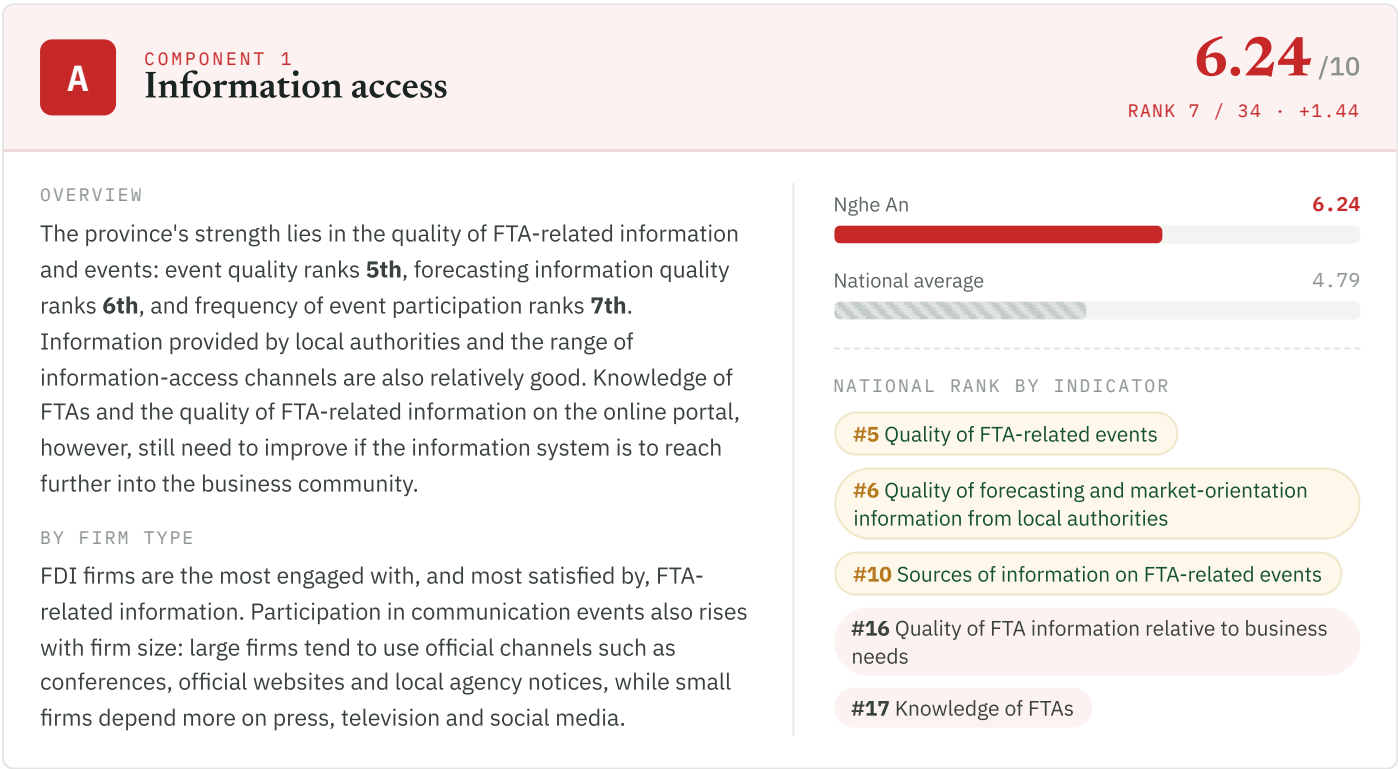
01 Overview of results

Nghe An scored **26.61 out of 40**, ranking **8th of 34**, and was placed in the **Fair** tier. The province sits 4.95 points above the national average of 21.66. Nghe An is among the provinces with a genuinely rounded FTA implementation record: all four pillars come in above the mean. **Support policies** is the standout pillar, ranking **5th** nationally. The province's

notable strength lies in firms' capacity to use FTAs: both FTA utilisation activities and FTA commitments utilised sit in the leading group. The remaining headroom is mainly in reducing barriers to utilisation and turning sustainability awareness into concrete compliance capacity.



02 Detailed analysis by component





COMPONENT 2

Implementation of Legal Documents for FTA Commitments

6.36 /10

RANK 8 / 34 · +1.15

OVERVIEW

The province's strength lies in its system of guidance and dialogue with firms: enterprise feedback on legal documents related to FTA commitments ranks **5th**, participation in training ranks **7th**, the quality of guidance on legal documents ranks **8th**, and local authorities' uptake of enterprise feedback for updating those documents ranks **9th**. Firms also find compliance relatively manageable, with the complexity indicator ranking **6th**. Understanding of the legal documents implementing FTA commitments, however, sits closer to the middle than the support indicators do.

BY FIRM TYPE

Rules of origin and preferential tariffs are the best understood and most widely applied content among firms in the province, especially FDI and private domestic firms. More technical areas — intellectual property, trade remedies, SPS, TBT, labour and environment — remain harder to reach, particularly for small and private domestic firms.

Nghe An

6.36

National average

5.21

NATIONAL RANK BY INDICATOR

#5 Frequency of enterprise feedback on legal documents related to FTA commitments

#6 Complexity of compliance with legal documents implementing FTA commitments

#9 Uptake of enterprise feedback by local authorities

#10 Frequency of local-authority guidance on legal documents implementing FTA commitments

#16 Understanding of legal documents implementing FTA commitments



COMPONENT 3

Policies Supporting Enterprises' FTA Utilisation

6.93 /10

RANK 5 / 34 · +1.11

OVERVIEW

This is Nghe An's strongest pillar. The standout result is firms' genuinely substantive capacity to use FTAs: FTA utilisation ranks **7th**, while FTA utilisation activities and FTA commitments utilised both rank **4th** nationally. On the support side, the province also does well on policy access, the need for support programmes and policies and trade promotion reaching firms. Barriers to utilisation, however, have not gone away.

BY FIRM TYPE

Tariff preferences and rules of origin are the two most widely used FTA benefits across almost every group, especially FDI, private domestic and large firms. More specialised commitments — trade remedies, intellectual property, SPS, TBT, labour and environment — are exploited far less. Remaining barriers include a lack of FTA market information, difficulty reaching partners, and constraints on capital, technology, technical standards and C/O requirements.

Nghe An

6.93

National average

5.82

NATIONAL RANK BY INDICATOR

#4 FTA commitments utilised

#7 Need for FTA support programmes and policies

#9 Quality of trade promotion programmes

#12 Effectiveness of support policies and programmes implemented by local authorities

#23 Barriers to FTA utilisation



OVERVIEW

Firms in the province have a reasonably good base of awareness on sustainability requirements in international trade. The standout result is the perceived impact of the sustainable development commitments (**4th**), understanding of the commitments (**7th**), and the perceived importance of complying with import-market sustainable development commitments (**11th**). Readiness to comply, support effectiveness and the forms of support available to firms implementing these commitments all still need reinforcing.

BY FIRM TYPE

FDI and private domestic firms generally report fuller or partial understanding of the sustainability requirements, while state-owned firms report lower familiarity on several topics. Most firms expect the labour, environmental and biodiversity commitments to have a moderate to large effect on production and business activity, particularly private domestic and FDI firms.

Nghe An

7.11

National average

5.97

NATIONAL RANK BY INDICATOR

#4 Perceived impact of sustainable development commitments

#7 Understanding of sustainable development commitments

#11 Perceived importance of compliance with import-market sustainable development commitments

#14 Readiness to comply with sustainable development commitments

#15 Effectiveness of support from local authorities

03 Conclusions & implications

STRENGTHS TO BUILD ON

- **Firms' capacity to use FTAs is relatively strong:** Nghe An firms do not stop at the basic preferences but exploit a fairly diverse range of specific commitments.
- **The FTA support system has a good base:** support policy, trade promotion programmes and responsiveness to business needs all point to reasonably effective accompaniment.
- **Sustainability awareness is fairly positive:** firms already see how the sustainability commitments bear on business activity, giving a base on which to upgrade compliance capacity in export sectors such as wood, textiles and seafood.

CRITICAL AREAS TO IMPROVE

- **Barriers to FTA utilisation persist:** some firms continue to struggle with market information, partners, capital, technology, technical standards and C/O requirements.
- **FTA knowledge needs to spread further:** general knowledge of FTAs and the quality of FTA-related information on the online portal do not yet match the strong result on the information pillar.
- **Sustainability awareness must become concrete compliance capacity:** firms still need more practical support on certification, traceability, labour, environment and import-market standards.

What to do next

NOW • 0-12 MONTHS

NEXT • 1-3 YEARS

1

Remove the barriers to utilisation

Review obstacles around C/O, technical standards, market information and partner matching across the main export sectors.

Pillar C • 5th → higher

2

Raise sustainability compliance capacity

Support wood, textile and seafood firms on certification, traceability, labour, environment and import-market standards.

Pillar D • 11th → higher

3

Widen FTA knowledge

Raise awareness of FTAs, the online portal and the technical commitments through the existing events, training and information channels.

Pillar A • 7th → higher

4

Strengthen provincial FTA coordination

Connect information, legal guidance, trade promotion and sustainability support through one clear, accessible point of contact for firms.

Institutional capacity



TARGET

Move from the “Fair” tier to “Good” – cut the remaining barriers and turn sustainability awareness into concrete compliance capacity