

Quang Ninh

Provincial performance in implementing Free Trade Agreements

Average

BAND 5 OF 6

PERFORMANCE TIER

Average

Band 5 of 6 — **25th of 34** assessed provinces and cities.

OVERALL SCORE

17.30

 / 40

Below the national average of 21.66 by **4.35 points**.

WEAKEST PILLAR

29 / 34

Legal implementation — the widest gap of the four pillars (**-2.03**).

FOUR PILLARS AT A GLANCE

A INFORMATION ACCESS

RANK 16 / 34

4.66

 / 10 **-0.13 vs national average**

B LEGAL IMPLEMENTATION

RANK 29 / 34

3.18

 / 10 **-2.03 vs national average**

C SUPPORT POLICIES

RANK 32 / 34

4.76

 / 10 **-1.06 vs national average**

D SUSTAINABLE DEVELOPMENT

RANK 23 / 34

4.99

 / 10 **-0.98 vs national average**

★ STRENGTHS

- #1 A8 — Quality of forecasting and market-orientation information from local authorities
- #3 A3 — Channels through which enterprises access information on FTAs
- #14 C6 — Access to competitiveness support policies
- #15 A2 — Authorities providing FTA information

WEAKNESSES

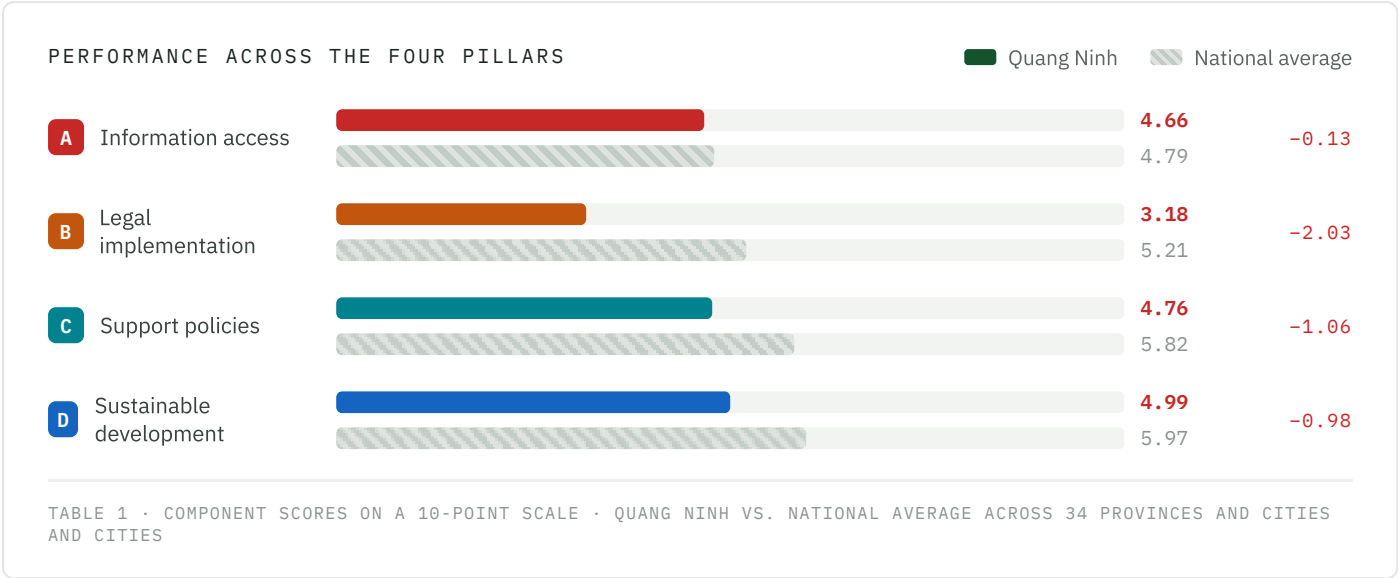
- #34 A5 — Frequency of participation in FTA-related events
- #34 B3 — Quality of guidance on legal documents
- #34 C4 — FTA commitments utilised
- #33 B1 — Understanding of legal documents

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

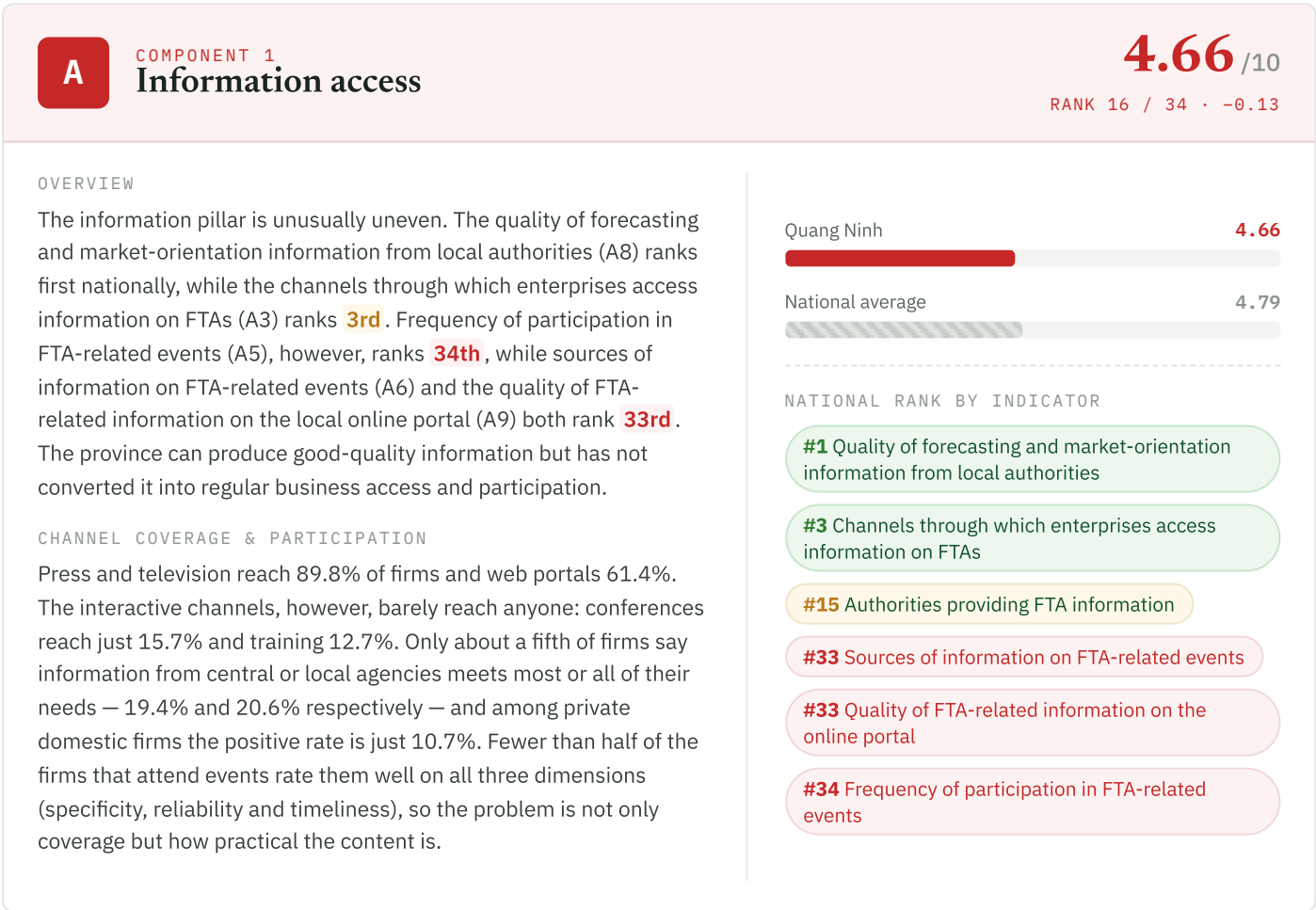
01 Overview of results

Quang Ninh scored 17.30 out of 40, placing it in the “Average” tier and ranking **25th of 34** provinces and cities. That is a modest result for a province with a strong economy, a high degree of industrialisation, and considerable advantages in mining, deep-water ports, border trade and tourism. All four pillars fall below the national average, with legal implementation showing the widest gap at **-2.03** points. The results reveal a clear disconnect between Quang Ninh’s capacity to provide information and the effectiveness of its enterprise support. Quang Ninh leads the country on the quality of export forecasting and market-orientation information, yet ranks last on participation in FTA-related events;

the legal guidance system is weak and firms' FTA utilisation remains very limited. The province's economic strength and trade base have not been converted into matching FTA implementation capacity.



02 Detailed analysis by component





COMPONENT 2

Implementation of Legal Documents

3.18 /10

RANK 29 / 34 • -2.03

OVERVIEW

This is Quang Ninh's most pressing institutional gap. The quality of guidance on the legal documents (B3) and the complexity of complying with them (B4) both rank **34th**, while firms' understanding of those documents (B1) ranks **33rd**. The uptake of enterprise feedback by local authorities (B7) ranks **29th**, and the frequency of guidance (B2) and participation in training (B5) both rank **26th**. Firms therefore face limited legal knowledge, infrequent guidance and a heavy compliance burden all at once.

GUIDANCE FREQUENCY & GRASP

Only 10–14% of enterprises regularly receive guidance in the main regulatory areas. Although FDI enterprises receive guidance more frequently than domestic private enterprises, the highest rate is still only 41.5%. Guidance on taxation, customs, and investment receives the most positive assessment, yet this reaches just 30.3%, while positive ratings in all other fields remain below 20%. At the same time, approximately 84–86% of enterprises consider the principal legal requirements complex, with the share approaching or exceeding 90% among many small, medium-sized, and domestic private enterprise groups. Even large and FDI enterprises face considerable difficulties complying with labor and environmental requirements.

Quang Ninh 3.18

National average 5.21

NATIONAL RANK BY INDICATOR

#26 Frequency of participation in training on legal documents

#29 Frequency of enterprise feedback on legal documents

#33 Understanding of legal documents

#34 Quality of guidance on legal documents

#34 Complexity of compliance with legal documents



COMPONENT 3

Policies Supporting Enterprises' FTA Utilisation

4.76 /10

RANK 32 / 34 • -1.06

OVERVIEW

Access to competitiveness support policies (C6) ranks **14th**, showing that the basic policy infrastructure is in place. Actual FTA utilisation, however, stays very low: the FTA commitments utilised (C4) ranks **34th**, barriers to utilisation (C5) and trade promotion frequency (C9.1) both rank **32nd**, and self-assessed FTA utilisation (C1) ranks **31st**. Firms knowing about or reaching policy is not enough to produce results if the programmes lack depth, specificity and effective delivery.

UTILISATION MIX & BARRIERS

FTA utilisation rests almost entirely on tariff preferences (89.2%), while rules of origin reach just 31.9% and every other commitment falls below 20%. A lack of market information (53%) and limited capital (41.6%) are the two biggest obstacles. Private domestic firms report more serious information and finance gaps, while FDI firms cite difficulty reaching partners, understanding the commitments and handling administrative procedures. Only about 10–19% of firms rate the competitiveness programmes effective — a wide gap between being able to reach policy and the quality of the support actually delivered.

Quang Ninh 4.76

National average 5.82

NATIONAL RANK BY INDICATOR

#14 Access to competitiveness support policies

#31 FTA utilisation

#32 Barriers to FTA utilisation

#32 Participation in trade promotion programmes

#34 FTA commitments utilised



OVERVIEW

Quang Ninh still shows a considerable gap in understanding of, and readiness for, sustainable development requirements. The perceived importance of complying with import-market sustainable development commitments (D5, **21st**) and the perceived impact of those rules on business operations (D2, **23rd**) fare relatively better. Understanding of the sustainable development commitments (D1), however, ranks **32nd**, readiness to comply (D3) ranks **27th** and the effectiveness of support from local authorities (D4) ranks **24th**. Firms have begun to recognise the issue but lack the technical knowledge, the implementation plans and the support they need.

KNOWLEDGE & READINESS

Only around 11–19% of enterprises have at least a partial understanding of each sustainable development area, with the corresponding rates remaining below 6% among small enterprises. Preparedness is similarly limited at just 11–19%, although large and FDI enterprises perform comparatively better. Only about 18–23% of enterprises consider provincial support effective, while positive assessments among domestic private enterprises stand at approximately 12–14%. Moreover, more than 20% of small enterprises report receiving no support in several specialized areas.

Quang Ninh 4.99

National average 5.97

NATIONAL RANK BY INDICATOR

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

#23 Perceived impact of sustainable development commitments

#25 Effectiveness of support from local authorities

#27 Readiness to comply with sustainable development commitments

#32 Understanding of sustainable development commitments

03 Conclusions & implications

STRENGTHS TO BUILD ON

- **Export forecasting and market-orientation information leads the country**, giving a solid base of data and market intelligence.
- **The range of channels through which enterprises access FTA information ranks 3rd and access to policies improving competitiveness ranks 14th**, showing that the basic information and policy infrastructure is in place.
- **Firms have begun to recognise why meeting sustainability requirements matters** (D5, **21st**), a starting point for building readiness.

WEAKNESSES TO ADDRESS

- **Legal implementation is largely deficient**, with guidance quality and complexity of compliance both ranking last nationally.
- **Business participation is all but negligible**, with attendance at FTA-related events ranking **34th**, even though the province has the best forecasting information in the country.
- **The range of FTA commitments exploited is the narrowest in the country**, with the FTA commitments utilised ranking **34th** and use concentrated almost entirely on tariff preferences.

Action agenda

turn information into participation

NOW • 0–12 MONTHS

NEXT • 1–3 YEARS

1 Strengthen legal support

Run a regular, situation-based FTA guidance programme; simplify the material and build tools that help firms apply the rules.

Pillar B • 29 → improve rank

2 Activate business participation

Connect the forecasting strength to more practical FTA-related events; raise awareness of the online portal and push information out through email, Zalo and business associations.

A5/A9 • 33–34 → improve rank

3 Deepen FTA utilisation

Provide technical support on rules of origin, C/O certification, technical standards and optimising preferences under RCEP, ASEAN–China and the related FTAs.

C4/C5/C9.1 • 32–34 → improve rank

4 Build a provincial FTA focal point

Set up a single coordination mechanism that integrates market information, legal guidance, trade promotion and sustainability support.

Goal: an FTA focal point



TARGET

Lift Quang Ninh from the “Average” tier to “Fair”, building FTA implementation capacity to match the province's standing and economic strength