

APPENDIX III. MATRIX OF PRIVATE SECTOR DEVELOPMENT ACTIVITIES IN VIETNAM

Donor	Project Title	Technical Focus Area/ Sector	Main Activities	Budget	Counterpart Organization	Practitioner	Beneficiaries	Location	Start Date	End Date	Contact Information
ADB, KfW, AFD	SME Development Program Loan	BEE-legal/regulatory, infrastructure; Access to finance-short-term/long credit; BDS-production tech	The project has three main components: (a) Enhancing the policy and regulatory framework (b) Improving SMEs' access to finance and land use rights (c) Increase SME access to domestic and international markets by improving industrial and technical standards. A \$2.3 million advisory technical assistance grant included in the loan package will provide key technical inputs for the project and institutional capacity building support to implementing agencies. ADB will finance \$1.4 million of the TA cost, with the remaining being co-financed by the Danish Consultancy Trust Fund and the Swiss Consultant Trust Fund.	\$ 100 million total (\$60 mil from ADB, Euro 25 mil from AFD, Euro 20 mil from KfW)	MPI	ADB, MPI	SMEs	Nationwide	end 2004	2007	ADB Unit 701-706, Sun Red River Building 23 Phan Chu Trinh Hanoi, Vietnam Tel: 933 1374 Fax: 933 1373
ADB, AFD	ADB Financial Sector Program Loan II	Access to finance-other financial prods	Second Financial Sector Program Loan to support the development of alternative channels of market based financial intermediation including insurance, leasing, money market and capital market, and financial market infrastructure such as secured transactions registration and accounting association.	\$50 million (AFD: Euro 11.1 million)	SBV	SBV	SMEs	Nationwide	2004	2006	ADB Unit 701-706, Sun Red River Building 23 Phan Chu Trinh Hanoi, Vietnam Tel: 933 1374 Fax: 933 1373
ADB			Technical assistance for capacity building for nonbank financial institutions and the capital market		SBV	SBV	Non-bank fin. Inst.	Nationwide	2004	2006	
AFD	AFD Fund to strengthen export capacities	BDS - Foreign Market Access	To strengthen Vietnam's trade capacities in order to stimulate economic growth and to help to fight poverty. The projects focus on supporting exports and export oriented businesses.	Euro 1.5 Million (grant)	Ministry of Planning and Investment (ASMED)	MPI/ASMED	SMEs	Nationwide	2003	2005	Marc Gilbert AFD gilbertm@groupe-afd.org
AFD	Support to rural enterprise finance	Access to finance-Microfinance	Contribution to agriculture development, efficiency improvement and increase of rural households incomes	Euro 45 Million (loan)	VBARD	VBARD	rural households	All Vietnam	2003	2006	Marc Gilbert AFD gilbertm@groupe-afd.org
ADB, Belgium, Finland, Norway, SECO	Mekong Enterprise Fund (MEF)	Access to finance-equity; BDS-business services/consulting	The investment objectives of the Fund are to provide SMEs in Cambodia, Lao, PDR, and Vietnam (i) equity and/or quasi equity capital; (ii) business support and advisory services; and (iii) investing the Fund in private sector SMEs in the Mekong Region in order to positively impact private sector development in general and SME growth in particular.	\$18.5 million	Mekong Capital and MPDF	Mekong Capital & MPDF	SMEs	VN, Laos & Cambodia	2002	ongoing	Unit 701 - 706, Sun Red River Building 23 Phan Chu Trinh, Hanoi Tel: 933 1374 Fax: 9331373
ADB	Equity Investment in Mekong Capital Ltd (MC)	Access to finance-equity	Equity investment in Mekong Capital Ltd., manager of the Mekong Enterprise Fund	Up to \$125,000	Mekong Capital	Mekong Capital	Mekong Capital	VN, Laos & Cambodia	2001	2001	Unit 701 - 706, Sun Red River Building 23 Phan Chu Trinh, Hanoi Tel: 933 1374 Fax: 9331373
ADB	ADB Rural Enterprise Finance Project	Access to finance-short-term/long credit	Promoting private sector investments in micro and small rural enterprises through (1) the provision of medium and long-term credit and (2) strengthening the operations of the Vietnamese Bank for Agriculture and Rural Development (VBARD) and the Central People's Credit Fund and its member People's Credit Funds.	Total cost \$145.5 million (ADB, \$60.9 million)	VBARD	VBARD, Central PCF and member PCFs	Rural enterprises	Nationwide	2001	2006	Unit 701 - 706, Sun Red River Building 23 Phan Chu Trinh, Hanoi Tel: 933 1374 Fax: 9331373
AusAID	Support for CEP Expansion	Access to finance-microfinance	Expansion of CEP microfinance program.	A\$5.5 million	HCMC Labor Confederation	CEP	poor and salaried workers from low-income households	HCMC	2001	2005	8 Dao Tan, Ba Dinh Dist. Hanoi, Vietnam. Tel: 8317755 Fax: 8317711

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AusAID	Rural Development for a Future Without Poverty: Tuyen Quang Province	BDS-Training; Access to finance-Microfinance	Services include: - development of micro- and small enterprise with potential to be profitable and sustainable - establishment of Women's Business Groups in each commune - improving livelihood choices and business capacity of commune women and their families - training for enterprise and business development - loans for business development grants for trial of new business enterprises	A\$650,933	Vietnam Women's Union	Vietnam Women's Union	poor women and their families	Tuyen Quang (north mtn reg)	2002	2006	8 Dao Tan, Ba Dinh Dist. Hanoi, Vietnam. Tel: 8317755 Fax: 8317711
AusAID	Impact of Land Markets on the Poor	BEE-legal/regulatory	To undertake research to assess how the operation of the emerging land use market in Vietnam impacts the poor, with particular emphasis on the implementation and impact of the current Land Law and the new 2003 Land Law, resulting in recommendations for policy development or interventions in the land administration system to maximize their positive impact on the poor.	\$33,600	ADB	ADB	Policymakers	Nationwide	May-04	Nov-04	8 Dao Tan, Ba Dinh Dist. Hanoi, Vietnam. Tel: 8317755 Fax: 8317711
AusAID	MPDF/FIAS Technical Assistance Project: Support to Drafting Key Business Legislation in Vietnam	BEE-legal/regulatory	Technical assistance and research in the drafting of Common Investment Law and Unified Enterprise Law; workshops with stakeholders throughout the drafting process. Research studies will include: (a) corporate governance in Vietnamese enterprises (b) investment incentives in VN (c) impacts of new laws on private sector.	\$139,600	PMRC, CIEM, MPI	MPDF	Policymakers	Nationwide		Dec-05	8 Dao Tan, Ba Dinh Dist. Hanoi, Vietnam. Tel: 8317755 Fax: 8317711
AusAID	Developing the Private Sector in Lang Son for the Province People's Committee	BEE-legal/regulatory; BDS-domestic market	(a) Assist the province people committee in the revision and clarification of Government regulations and implementation procedures to further develop the private sector in the province. (b) Finance the set up of an information center which is more accessible and clearer about business regulations and markets for private sector businesses and households, including information about business regulations and Vietnam markets for Chinese business people.	\$90,000	Lang Son Dept of Planning and Investment	Lang Son Dept of Planning and Investment	Lang Son Province People's Committee	Lang Son	2004	2005	8 Dao Tan, Ba Dinh Dist. Hanoi, Vietnam. Tel: 8317755 Fax: 8317711
CIDA	Rural Enterprise Expansion Project (REEP)	BDS-Business services, Business linkages	1) Partners capacity building, 2) Support to dialog and coordination, 3) Learning about MSME's development support, with a gender approach, 4) Entrepreneurs capacity building and support, 5) Business networking	CA\$4,220,000	Women's Union (WU) and Vietnam Cooperative Alliance (VCA) at the provincial level (3 provinces)	Oxfam-Quebec	Micro enterprises (80%) & SME (20%) in poor rural areas	Quang Ninh, Hai Duong and Thanh Hoa	Oct-04	Sep-09	Claude Goulet CIDA 31 Hung Vuong, Hanoi Tel: 8235500 Fax: 8235333 or Sylvie Dupuis Oxfam Quebec 16 Ngo 164, Doi Can, Hanoi Tel: (04) 843632 Fax: (04) 8430472
CIDA	Legal Reform Assistance Project (LERAP)	Legal Reform	Designed to help Vietnam accede to WTO by meeting requirements in legal reform. Components include (1) capacity building for Ministry of Justice in drafting laws, (2) capacity building in comparative law research and analysis, (3) support for civil judgment enforcement	CA\$5,000,000	Ministry of Justice			Hanoi		Nov-07	Isabeau Vilandre, Field Project Manager LERAP 844-943-6695
DANIDA	Private Sector Development Program	BDS-business linkages	Supports the establishment of commercial partnerships between Danish and Vietnamese companies in order to improve the business competencies in Vietnam. Partnerships are realized through grants for match making of companies; study visits; preparatory analysis; transfer of technology and know-how; training; export promotion; improvement of working conditions; and improvement of the external environment.	\$30 million granted to date			SMEs	Nationwide	1997	ongoing	Henrik Vistisen, Development Counselor Danish Embassy 19 Dien Bien Phu Hanoi, Vietnam Tel: 823 1888 Fax: 934 1361

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DANIDA	Business Sector Program Support (BSPS)	BEE-legal/regulatory, govt capacity; BDS-business services, business linkages	Supports the development of the business sector in five areas: (i) removal of barriers for establishing and developing business in the provinces; (ii) improvement of labour conditions, including occupational health hazards; (iii) support to business development services (through a SME Competitiveness Fund); (iv) assistance to proper resolution of commercial disputes; (v) policy advice to the Govt of VN through a business research programme.	\$ 33 million	MPI, ASMED, MOLISA, CIEM, VCCI, VN General Confederation of Labour, Supreme Court, provincial authorities & organizations in 4 provinces, Economic Institute at University of Copenhagen	MPI, ASMED, MOLISA, CIEM, VCCI, VN General Confederation of Labour, Supreme Court, provincial authorities & organizations in 4 provinces, Economic Institute at University of Copenhagen	SMEs, provincial authorities	4 provinces: Ha Tay, Nghe An, Lam Dong, and Khanh Hoa	2005	2009	Henrik Vistisen, Development Counselor Danish Embassy 19 Dien Bien Phu Hanoi, Vietnam Tel: 823 1888 Fax: 934 1361
DFID/ADB	Capacity Building for Central Regions Poverty Reduction	Access to finance-microfinance; BEE-legal/regulatory	Piloting approaches to improve livelihoods of the poor including extension, credit, infrastructure, land use planning models	£1.8 Million (DFID)	ADB/MPI	Consultants	Rural poor in selected provinces	Kon Tum, Quang Binh, Quang Tri, and Thua Thien Hue	2002	2005	Alwyn Chilver, Sustainable Livelihoods Adviser DFID 31 Hai Ba Trung Ha Noi, Vietnam Tel 04-9360555
DFID/ADB	Central Regions Livelihood Improvement Project	Access to finance-microfinance	Implementing and scaling up pilot approaches to livelihood improvement, including on credit provision.	£12 million (DFID), Euro 60 million (ADB)	ADB/MPI	Consultants	Rural poor in selected provinces	Kon Tum, Quang Binh, Quang Tri, and Thua Thien Hue	2004	2007/09	Alwyn Chilver Sustainable Livelihoods Advisor DFID 31 Hai Ba Trung Hanoi, Vietnam Tel: 936 0555
DFID/ADB	Making Markets Work Better for the Poor	Assessment; BEE-govt capacity	Facilitate substantive analysis focused on operational and policy issues linked to the further development of market institutions to achieve more pro-poor development outcomes. The analysis will address specific reform measures under consideration by the Government, and underpin implementation of ADB's CSP in Vietnam. It will support and facilitate dialogue among government agencies, national stakeholders including the poor sources of ODA and NGO's. For details, go to www.markets4poor.org	\$2.2 million (DFID: \$2 million, ADB: \$200,000)	MPI	ADB, MPI	Policymakers	Nationwide	2003	2006	Alwyn Chilver Sustainable Livelihoods Advisor DFID 31 Hai Ba Trung Hanoi, Vietnam Tel: 936 0555
EU	EU Private Sector Support Program (PSSP)	BEE-legal/regulatory	Development of the private sector by creating an enabling business environment in nine provinces.	Euro 9,050,000	ASMED/MPI	ASMED/MPI, DPI	SMEs	3 pilot provinces: Hanoi, Danang and Can Tho	2005	2008	Francisco Fontan 56 Ly Thai To Hanoi, Vietnam Tel: 84-4-9341300
EU	Small and Medium Enterprise Development Funds (SMEDFs)	BDS-business linkages	Establish pilot business-technology incubators to support the creation of enterprises in selected sectors, with the aim of replicating them thereafter in other locations. Planning two incubators in Hanoi (food processing and packaging) and one in HCMC (information technology).	Euro 20 million Revolving Fund and about Euro 1 million for Technical Assistance (50% earmarked for training alone)	ASMED/MPI	ASMED/MPI, DPI, People's Committee HCMC & Hanoi	SMEs	Hanoi and HCMC	2005	2008	Francisco Fontan 56 Ly Thai To Hanoi, Vietnam Tel: 84-4-9341300
EU	Small and Medium Enterprise Development Funds (SMEDFs)	Access to finance-short-term/long credit	Provision of improved financial services (medium and long-term credit) to SMEs to enhance social and economic development in Viet-nam through a refinancing facility; Provision of training to participating banks and DAF; Provision of training to SME managers.	Euro 20 million Revolving Fund and about Euro 1 million for Technical Assistance (50% earmarked for training alone)	DAF and selected JSBs	DAF and selected JSBs	SMEs and JSBs	Nationwide	2005	2008	Francisco Fontan 56 Ly Thai To Hanoi, Vietnam Tel: 84-4-9341300

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EU	Economic and Cultural Heritage Development in Hai Duong	ESS-business linkages, business services,	(1) To develop the skills and capacity of staff from the municipality of Hai Duong. (2) To assist the municipality and other local agencies develop a co-ordinated approach to supporting enterprises involved in producing cultural crafts and in exploiting the tourist potential and local economic development potential of these crafts. (3) To set up a Crafts Development Board which will take overall responsibility for the development of initiatives developed to assist craft businesses and exploit their tourist and economic development potential (4) To establish the Crafts Promotion Centre to provide support to local craft businesses, and act as a flagship project and an example of good practice in urban economic development and regeneration. (5) To develop sustainable links between the 3 municipalities (London Borough of Hackney in the UK, the Municipality of Hai Duong in Vietnam, and Limerick Corporation in Ireland) involved in the project.	Euro 719,487 (65% EC Asia Urbs, 35% other partners)	Hai Duong City Council	Hai Duong City Council	SMEs, Hai Duong City Council	Hai Duong	Jan-02	Jan-04	Francisco Fontan 56 Ly Thai To Hanoi, Vietnam Tel: 84-4-9341300
		BDS-training	SMEs Exporting capacities training project: develop human resources capacity of 20 SMEs through technical training and series of seminars and workshops.		College of Business Administration for Managers (CBAM)	CBAM, Association de Formation Professionnelle pour l'Industrie (Lyon, France)	SMEs	HCMC			
EU	EU-Vietnam Small Projects Facility in Economic Cooperation	BDS-training: Information-foreign market	Improvement of shrimp products' quality exported Europe through building up capacity of shrimp producers, private sector and local authority.	Euro 2,000,000	Institute of Agricultural Science of South VN	Institute of Agricultural Science of South VN, Gembloux Agricultural University (Belgium)	SMEs	Bac Lieu			
		BDS-training, foreign market information	VIETEXAID: assist 20 SMEs to improve and strengthen export capabilities through training.		Young Business People's Association of HCMC	Belgian Luxembourg Chamber of Commerce	SMEs	HCMC	Mar-04	Dec-07	Patrick Cooney 56 Ly Thai To Hanoi, Vietnam Tel: 84-4-9341300
		BDS-business linkages	Promoting Business Women networking in Vietnam		Hanoi Business Association	Hanoi Business Association	SMEs	Hanoi			
		BEE-govt capacity	Develop the capacity of HCMC Department of Labour, Invalids and Social Affairs in the field of vocational training and project management.		HCMC DOLISA	Triangle Generation Humanitaire (Lyon, France)	HCMC DOLISA	HCMC			
		BDS-production tech	Technical assistance/setting up a welding training institute in Vietnam according to European standards, with an affiliated testing laboratory for destructive and non-destructive material testing.		Vietnam-German Technology Transfer and Training Center	Vietnam-German Technology Transfer and Training Center	SMEs	Hanoi			
		BDS-business services	Enhance the effectiveness of the VCCI to deliver professional services to assist local SMEs to develop and expand through int'l trade and enhance wider Chamber SME support activity.		VCCI	Sheffield Chamber of Commerce and Industry Ltd	SMEs, VCCI	Hanoi			
		BDS-business services	Strengthen capacities of Vietnamese business organisations in preparing enterprises for doing business with the EU.		Fdn for Econ Dev and Vocational Training	Antwerp Chamber of Commerce, EuroCham	SMEs				
EU	ASIA-INVEST Grant Program	BDS-business services	Assist 6 business intermediaries to enhance their institutional capacity in terms of organizational development, creation of a database and development of research methodologies to provide better quality information to meet the local SMEs' requirement in market settings, and study workshops and staff twinning to enable them to provide better business practices.	Euro 20 million	Southern Foreign Investment Centre	Mid-Yorkshire Chamber of Commerce and Industry, EuroCham	Southern Foreign Investment Centre	HCMC	2003	2007	Patrick Cooney 56 Ly Thai To Hanoi, Vietnam Tel: 84-4-9341300

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		BDS-training, consulting	Technical assistance and training to strengthen Vietnam Garment sector competitiveness and export capabilities.		College of Business Administration for Managers (CBAM)	de Formation Professionnelle pour l'Industrie (Lyon, France)	SMEs	HCMC			
		BDS-training, consulting	Improve the capacity of business intermediary organizations in providing services to SMEs, focusing on the formulation of investment promotion strategies. Development of Training Manual and mentoring for 10 trainer candidates.		VCCI	Trade Development and Management Consulting Ltd. (Germany)	VCCI	Hanoi			
		BDS-training	Boosting Vietnamese expertise in International Business Law through seminars, workshops, and training.		Foreign Trade University	University of Tours	Foreign Trade University	Hanoi			
		BDS-business linkages; Information-foreign market	Vietnam/EU Creative Industries Expo: increase economic cooperation b/w Vietnam and the EU through business matchmaking events and meetings.		VCCI	VCCI	SMEs	Hanoi			
GTZ	Promotion of Small and Medium Enterprise	BDS-Foreign Market Access	Export promotion: support entrepreneurs in displaying their products at trade fairs; support export by providing information through the Internet	Euro 7.4 million	VN Cooperative Alliance (VCA), Business Promotion and Service Centre (BPSC), Vietnamese Chamber of Commerce and Industry (VCCI), Directorate for Standards and Quality (STAMEQ), Ministry of Industry (MoT)	GTZ	SMEs	Nationwide	1994	2005	Corinna Kuesel 41 Ly Thai To Hanoi, Vietnam Tel: 934 4951/2/3 Fax: 934-9450 Email: corinna.kuesel@gtz.de
		BDS-business services/consulting/training	Capacity building: help BDS providers to develop and improve the diversity and quality of management training; organize Train the Trainer courses for new and for advanced trainers, provide ongoing assistance to organizations to develop and adjust training concepts, modules and manuals, and help organize pilot courses; expand capacity of the Business Promotion and Service Center to provide management training, based on the CEFE (Competency-based Economics through Formation of Enterprise) experiential learning approach.				BDS providers	16 provinces			
GTZ	SME Development Program	BEE-legal/regulatory	Support the sector in terms of formulation and implementation of SME-related policy, laws and regulations.	Euro 8.3 million	ASMED, CIEM, PMRC, MOJ and Provincial People's Committee	GTZ	SMEs	Nationwide, w/ provincial focus on An Giang, Quang Nam, Dak Lak and Hung Yen			Corinna Kuesel 41 Ly Thai To Hanoi, Vietnam Tel: 934 4951/2/3 Fax: 934-9450 Email: corinna.kuesel@gtz.de
		BEE-legal/regulatory, govt capacity	Support to public and private stakeholders in selected provinces in their implementation of essential promotional policies and activities.		Provincial People's Cmte, VCCI, business associations, public and private stakeholders	GTZ	SMEs	Initial focus on An Giang, Quang Nam, Dak Lak and Hung Yen; with possible extension to neighboring provinces.	Apr-05	Mar-09	
		BDS-consulting, business linkages	Value Chain development: strengthen business and cooperative relationships between the stakeholders (production, processing, trade and services) of selected sub-sectors. Initial focus on agro-industry		Provincial People's Cmte, VCCI, business associations, public and private stakeholders	GTZ	SMEs	Initial focus on An Giang, Quang Nam, Dak Lak and Hung Yen; with possible extension to neighboring provinces.			
		BDS-production tech	Strengthen the capacity of the Institute of Material Testing and relevant agencies in the field of material testing and advanced technical services for industry.		Institute of Material Testing (IMS), SITE 2, Quatest	GTZ	IMS, SMEs	Nationwide			
			Improvement of Coffee-Quality and Sustainability of Coffee Production in Vietnam			GTZ, Kraft Foods and Sara Lee/Douwe Eoberts		Dak Lak		ongoing	
			Introduction of a uniform model for improving social standards			GTZ, Interbuy Consulting GmbH				ongoing	
GTZ	Public-Private Partnership (PPP)	BDS-Business Linkages	Ecological production of marine products for export		An Giang Fisheries Assn	GTZ, Binca Seafoods GmbH, Naturland e.V		An Giang		ongoing	Thomas Finkel Tel: 84.4.8224901 Mobile: 84.912396884 Email: thomas.finkel@gtz.de
			Multimedia vocational qualification			GTZ, Lukas Nülle				ongoing	

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IFC	Sponsorship of the Vietnam Business Forum (VBF)	BEE-business culture & govt capacity	Wine production by small farms in poor regions	\$120,000 (annually)	MPI	GTZ, Gres Winery				ongoing	
			Capacity building for the export-oriented clothing industry in Vietnam			GTZ, Venture International Vietnam Co., Ltd.	Hai Duong	ongoing			
Italy	Technical Assistance to the design of the Roadmap for SME Development	Assessment	Twice a year the PSF brings together high level government officials (from MPI) and representative from local and foreign businesses to discuss the Vietnamese business environment.	Euro 316,000	MPI	ADB	Govt and private sector	Hanoi	1999	ongoing	3rd Floor, 63 Ly Thai To Hanoi, Vietnam Tel: 934 2282 Fax: 934 2289
Italy & Finland	UNIDO Establishing the National and Provincial Small and Medium Enterprises (SMEs) Support Structure	BEE-govt capacity	To assist the Vietnamese Government in the initial establishment and start-up activities of the national and provincial institutions to support structures for SMEs sector development.	Euro 2.4 million (Italy 50%, Finland 50%)	MPI	UNIDO	ASMED	5 provinces: Hanoi, HCMC, Danang, plus 2 more to be selected	Jun-04	Jun-06	Nilgun Tas Room 456, Building A 2 Hoang Van Thu Hanoi, Vietnam Tel: 733 8171
JBIC	JBIC SME Finance Project	BEE-govt capacity	Capacity building for SBV as executing agency for SME credit policies	\$40 million	SBV	International consultant	SBV	Hanoi	Dec-01	Mar-05	Makoto Uchida 6th Fl, 63 Ly Thai To Hanoi, Vietnam Tel: 84-4-8248934 Fax: 84-4-8248937
		Access to finance-short-term/long credit	Provide credit to SMEs through two step loan process: first to Government, then to selected banks for loans to SMEs.			SBV	two SOCBs (BIDV & ICBV), two JSBs (ACB & EAB)	80% SMEs, 20% equitized SOEs	Hanoi, HCMC, Haiphong, Danang	1999	Mar-05
JICA	JICA Capacity Building for ASMED	BEE-govt capacity	Placement of JICA Expert at Agency for Small and Medium Enterprise Development (ASMED), MPI	\$340,000	MPI	International consultant	MPI	Ha Noi	2004	2006	
JICA	Technical Assistance Center	BDS-business services	Support for the establishment of Technical Assistance Center for SMEs within ASMED	TBD	MPI/ASMED	ASMED	MPI/ASMED	Hanoi		Planned	Koji Oshiki 11th Fl, Daeha Business Centre, 30 Kim Ma Hanoi, Vietnam Tel: 84-4-8315005 Fax: 84-4-8315009
JICA	Vietnam Japan Cooperation Center (VJCC)	BDS-training	Development of business training courses for managers & directors of SMEs; placement of long-term resident expert at Foreign Trade University.	TBD	Foreign Trade University	Foreign Trade University	SMEs	Hanoi	2005	2010	
KfW	Economic Reform and PS Promotion	Access to finance-short-term/long credit	SME finance: Credit Line to SMEs through JSBs, Leasing, Urban Microfinance, Cleaner Production.	Euro 10.2 million	TBD	TBD	SMEs	TBD		Planned	6th Fl, Hanoi Tower, 49 Hai Ba Trung Hanoi, Vietnam Tel: 84-4-9345355 Fax: 84-4-9345356
KfW	KfW Rural Credit and Savings Program	Access to finance-Microfinance	Credit line through VBARD	Euro 2.5 million	VBARD	VBARD	Rural enterprises	Nationwide	2002	2005	6th Fl, Hanoi Tower, 49 Hai Ba Trung Hanoi, Vietnam Tel: 84-4-9345355 Fax: 84-4-9345356
KfW	KfW Revolving Credit Fund for Poverty Alleviation	Access to finance-Microfinance	Credit line through VBARD	Euro 5.1 million	VBARD	VBARD	Rural enterprises	Nationwide	2001	2005	6th Fl, Hanoi Tower, 49 Hai Ba Trung Hanoi, Vietnam Tel: 84-4-9345355 Fax: 84-4-9345356
		BEE-legal/regulatory; Assessment	Business Enabling Environment Research studies and dissemination of information in a variety of forms (business issues bulletins, formal studies, etc.) to inform and promote policy dialogue; Technical assistance to the PMRC & CIEM on the drafting of the Common Investment Law and Unified Enterprise Law.		PMRC, CIEM, MPI, VCCI	IFC	Private Sector and government agencies working on PS issues	Nationwide			

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ADB, Australia, Canada, Finland, IFC, Japan, Norway, Sweden, Switzerland, UK	Mekong Private Sector Development Facility (MPDF)	BDS-training, business linkages, consulting, foreign & domestic market, production tech	Business Development Program development of management training products and services designed to improve the performance of SME managers and would-be managers ("Business Edge"); Establishment of the Bank Training Center to promote a reliable supply of international standard training, tailored to local needs and at locally-affordable prices; Strengthen the capacity of industry associations to provide services that enhance members' satisfaction, create value, and attract new members; Export promotion activities in e-Commerce, Market Access Support/ Certification, and Market Education.	\$29.5 million (phase 2: 2002-2007)	JSBs, business associations	IFC	Business associations, SMEs, JSBs	Nationwide	1997	2007	Adam Sack 3rd Fl, 63 Ly Thai To Hanoi, Vietnam Tel: 84-4-8247892 Fax: 84-4-8247898
		BDS-business services, business linkages, consulting	Company Advisory Assistance access to Finance and Direct Assistance, Strengthening Grassroots Business Organizations Initiative (SGBI), Consultant Development, and Linkages.		JSBs, consulting firms	IFC	JSBs, SMEs, Consulting firms	Nationwide			
NZAid	Asia Development Assistance Facility (ADAF)	BDS-Market Access	Developing measures of fruit fly management on mangos and dragon fruits for New Zealand market	NZ\$500,000		Hort Research	(i) Farmers of mangos, longans and dragon fruits in Tien Giang; (ii) Plant Protection research workers; (iii) SOFRI workers of post harvest industry	Tien Giang		ongoing	Martin Welsh New Zealand Embassy 5th floor, 63 Ly Thai To Street Hanoi, Vietnam Tel: 84 4 824 1481 Fax: 84 4 824 1480
NZAid		BDS-Production technology	Identify medicinal plants for commercial development.	NZ\$500,000		Forest Herbs Research		Sapa		ongoing	
NZAid		BDS-Production technology	Developing national guidelines and testing methods for organic tea.	NZ\$500,000		Bio Global		Thai Nguyen		ongoing	
Netherlands	Program for Cooperation with Emerging Markets (PSOM)	BDS-Production technology	Piloting contract growing of hybrid seed in North Vietnam to initiate export activities: the project aims to develop hybrid cucurbit seed production for export in the area of Hoa Binh province. Trainings and knowledge transfer of hybrid vegetable seed production skills to rice and sugarcane farmers.		MPI, VCCI		SMEs	Hoa Binh	2003	2005	
Netherlands		BDS-Production technology	High Quality Tailor made industrial clothing in Vietnam: the project aims to set up a long term trade relationship for tailor made development, design, production and customised distribution of High Quality water-proof coats for professional use. With the implementation of the project, Vietnamese company will gain access to state-of-the-art technology, hardware and technical transfer in Tailor made production of specialty coats.		MPI, VCCI		SMEs		2003	2005	Hans Peter Verhoeff Royal Netherlands Embassy Daeha Office Tower, 6th fl. 360 Kim Ma Street Hanoi, Vietnam Tel: 84-4-8315650 Fax: 84-4-8315655
Netherlands		BDS-Production technology	Establishing a quality chain for Vietnamese Cocoa: the purpose of the project is to pioneer a quality-oriented supply chain of Vietnamese cocoa from 2 locations. Direct training to farmers to optimize quality of cocoa beans through post harvest treatment (fermentation, drying, handling, storage packaging) and distribution. Since cocoa farming is new in Vietnam, the project will help to position the sector to operate efficiently in the long term.		MPI, VCCI		SMEs	Ben Tre, Daklak	2003	2005	
Netherlands Embassy	Bank Modernization Project	Access to finance	Twinning arrangement between Vietcombank and ING-Barings to build capacity of Vietcombank. The twinning focus on developing priority areas of the bank such as treasury and asset-liability management, risk management, internal audit, problem loan resolution, IT functions, strategy and organisation, etc. With the aim to assist modernising VCB's banking platform and structure and to bring it in line with international banking standard, the twinning is regarded as an important activity in the process of banking sector reform scheme in the framework of the Poverty Reduction Support Credit.	Euro 3.5 million	Vietcombank	Vietcombank & ING Barings	Vietcombank	Hanoi	2004	2006	Hans Peter Verhoeff Royal Netherlands Embassy Daeha Office Tower, 6th fl. 360 Kim Ma Street Hanoi, Vietnam Tel: 84-4-8315650 Fax: 84-4-8315655

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Donor	Project Title	Technical Focus Area/ Sector	Main Activities	Budget	Counterpart Organization	Practitioner	Beneficiaries	Location	Start Date	End Date	Contact Information
Netherlands/FMO	Finance for Development (FMO)	Access to finance	Investment in two VN financial institutions to promote financing for micro and small entrepreneurs.	Euro 2-3 million			Sacombank, Vietnam International Leasing Corporation	Ho Chi Minh	2004	2009	Hans Peter Verhoeff Royal Netherlands Embassy Daeha Office Tower, 6th fl. 360 Kim Ma Street Hanoi, Vietnam Tel: 84-4-8315650 Fax: 84-4-8315655
Govt of Netherlands	Integrated Support to Small Enterprises in Mekong Delta countries	BEE-business culture & govt capacity; BDS-training, business linkages	Support the implementation of Decree 90 at the local level. Five main technical areas: (i) training of local govt officials to enable them to assess and improve local environment for MSEs; (ii) capacity building for local govt officials and other stakeholders on how to develop public private partnerships; (iii) strengthening of small business associations; (iv) providing BDS to enable growth of private sector; (v) improving quality of employment in MSEs.	\$250,000	VCCI	ILO & VCCI	SMEs, local authorities	3 provinces	2002	2004	Jens Dyring Christensen 48-50 Nguyen Thai Hoc Hanoi, Vietnam Tel: 84-4-7340902 Fax: 84-4-7340904
NORAD	Market access and Trade facilitation support for Mekong Delta countries	BDS-Foreign Market Info	Facilitate industrial development and export capabilities of the assisted countries by reducing technical barriers to trade through the strengthening of standards, metrology, testing and quality institutional structures and national capacities.	\$908,520	MoST/STAMEQ	UNIDO	(i) Apex institution dealing w/ standards, accreditation, metrology and testing; (ii) Manufacturing facilities; (iii) Exporters	Vietnam, Laos & Cambodia	2003	2005	Ragna Fidjestol NORAD Embassy of Norway Metropole Centre, 56 Ly Thai To Street Hanoi, Vietnam Tel: 84 4 826 2111 Fax: 84 4 826 0222
NORAD	NORAD Rural Economic Development	BDS-Training	The overall project goal is to improve the living standard of the poor people in the area, through main components: i) economic development and income generation (shrimp farming); ii) environmental rehabilitation; iii) rural infrastructure (roads and electricity system); iv) capacity building (training); and v) project coordination.	\$5 million	Trieu Phuong People's Committee	Trieu Phuong People's Committee	rural households	Trieu Phuong District in Quang Tri province	2001	2006	Ingrid Norstein NORAD Embassy of Norway Metropole Centre, 56 Ly Thai To Street Hanoi, Vietnam Tel: 84 4 826 2111 Fax: 84 4 826 0222
		BEE-legal/regulatory	Supporting legal framework for fisheries industry. Capacity building for fisheries administration.	\$3.3 million	Ministry of Fisheries	Ministry of Fisheries	SMEs		2004	2009	
NORAD	NORAD Supporting Fisheries Industry	BDS-Production Tech, business services	Capacity building of Research Institute for Aquaculture. Extension activities like farm trials, genetic improvement, caging, etc.	\$4.1 million (1st phase: 1999-2002, 2nd phase: 2002-2006/7)	Research Inst. Of Aquaculture	Research Inst. Of Aquaculture	Household enterprises & Informal sector	Vinh & mountainous regions	2002	2007	Ragna Fidjestol NORAD Embassy of Norway Metropole Centre, 56 Ly Thai To Street Hanoi, Vietnam Tel: 84 4 826 2111 Fax: 84 4 826 0222
		BDS-business services	Capacity building of faculty of University of Fisheries in economics and aquaculture.	\$2.4 million	University of Fisheries		University of Fisheries	Nha Trang	2003	2007	
SIDA	SIDA Assistance to Medium-Sized Vietnamese Enterprises	Access to finance-short-term/long credit	Credit line to joint stock bank to make loans to privately-owned or majority private manufacturers with 25-200 employees	\$1 million (Kronas 8 million)	EAB	EAB	SMEs	Hanoi, HCMC, Can Tho	1996	2004	James Donovan Swedish Embassy 2 Nui Truc, Van Phuc Hanoi, Vietnam Tel: 84-4-8454824
SIDA	Start and Improve Your Business Program (SIYB)	BDS-training	Strengthen the Vietnamese small business sector through the development and distribution of small business development materials, training staff of partner organizations and program promotion and market development.	\$2.8 million	VCCI	ILO & VCCI	SMEs	42 provinces	1998	2004	Jens Dyring Christensen 48-50 Nguyen Thai Hoc Hanoi, Vietnam Tel: 84-4-7340902 Fax: 84-4-7340904
SIDA	Poverty Reduction through Integrated Small Enterprise Development (PRISED)	BEE-business culture & govt capacity; BDS-training, business linkages	(i) improving local economies & business environments at provincial level; (ii) introducing new and innovative training materials and services for providers and enterprises to improve BDS markets; (iii) stimulating use of mass media by MSEs for improved access to knowledge, information and services; (iv) developing national capacity to provide training and support in the areas of local econ dev., policy reform, public private partnership and management of small business associations.	\$4.5 million	VCCI	ILO, VCCI, MPI, MOLISA, VN General Confederation of Labor, VN Women's Union, Provincial People's Committees	SMEs, local authorities	6 provinces: Binh Phuoc, Quang Ngai, Thanh Hoa, Tra Vinh, Yen Bai, and one other province	2005	2009	Jens Dyring Christensen 48-50 Nguyen Thai Hoc Hanoi, Vietnam Tel: 84-4-7340902 Fax: 84-4-7340904

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Donor	Project Title	Technical Focus Area/ Sector	Main Activities	Budget	Counterpart Organization	Practitioner	Beneficiaries	Location	Start Date	End Date	Contact Information
SIDA & SECO	Support to Trade Promotion and Export Development	BDS-business linkages	Assist VIETRADE in the development of a national export strategy and in strengthening the capacity VIETRADE as the focal point for a national trade development network. Strengthen VIETRADE's capacity to respond to the needs of exporting enterprises and to provide trade-related training, trade information and counseling services to trade support institutions and exporting enterprises on a sustainable basis.	SIDA: \$700,000 (Kronas 5 million), SECO: CHF 3.45 million	International Trade Center (ITC), MOT	ITC & VIETRADE	SMEs	Nationwide	2004	2006	Alain Chevalier Advisor, Mekong Trade Project 106 Pho Hue, 7th floor, Hanoi Tel: 943 8440/2
SNV, Cordaid, ICCO/EU, McKnight Fdn, Oxfam Hong Kong	Market Access for the Poor (MAP)	BDS-training & business services; Access to finance	Provides advice in the following areas: (a) Finance improve access to banks for credit and other financial services (b) Training obtain suitable business, technical and marketing skills (c) Business Services market access, product development, business information, IT, marketing and exporting (d) Management Services strengthen organisations w/ mission and strategy development by participating in organisational development, operational planning, and service development. (e) Communication and Promotion raise awareness of the private sector, facilitate public-private partnerships, offer support in private sector coordinations, policy-making and trade promotion (f) Research and Planning provide market and sub-sector scans, roll out provincial economic planning.	1. SNV: Euro 50,000/year plus Euro 680,000 for operational and personnel costs. 2. Cordaid: Euro 70,000 3. ICCO/EU: Euro 500,000 4. McKnight Fdn: \$40,000 5. Oxfam HKG: \$20,000	Provincial & District Women's Union, Provincial People's Committee, VCA, Dept of Industry, Dept of Trade, VBARD, BSP, business associations	Provincial & District Women's Union, Provincial People's Committee, VCA, Dept of Industry, Dept of Trade, VBARD, BSP, business associations	Micro, household, and small enterprises	8 provinces: Ninh Binh, Thai Nguyen, Son La, Lai Chau, Dien Bien, Quang Binh, Quang Tri and Thua Thien Hue	2004	ongoing	Haasje van der Mandele 105-112, D1 Van Phuc Compound, 298 Kim Ma Str. Hanoi, Vietnam Tel: 84-4-8463791 Fax: 84-4-8463794
SECO	Swiss Organisation for Facilitating Investments (SOFI)	BDS-Business services, Training, Consulting & Business linkages	To provide services incl. Info. on investment climate and opportunities in VN, advice and assistance in preparing and implementing investment projects, searching business partners for Swiss entrepreneurs.	CHF 4.5 million per year	KPMG	KPMG	Swiss and Vietnamese enterprises	Switzerland	1998	2007	Barbara Jaegglin Sprenger 15th fl, Melia Centre 44B Ly Thuong Kiet Hanoi, Vietnam Tel: 934 6589
SECO	SECO Start-up Fund	Access to finance- Short term credits	To provide loans for the early phase of investment projects from investors residing in Switzerland.	CHF 15 million for the revolving fund	SOFI		Swiss SMEs	Switzerland	1997	open	Barbara Jaegglin Sprenger 15th fl, Melia Centre 44B Ly Thuong Kiet Hanoi, Vietnam Tel: 934 6589
SECO	Swiss Import Promotion Programme (SIPPO)	BDS-training, consulting, foreign market info, business linkages	Support Vietnamese exporters to penetrate the EU and Swiss markets by providing information, contacts, and training.	CHF 450,000 per year	Vietrade	Vietrade	VN exporting SMEs	Switzerland	1999	2009	Barbara Jaegglin Sprenger 15th fl, Melia Centre 44B Ly Thuong Kiet Hanoi, Vietnam Tel: 934 6589
SECO	Facilitating Market Access: strengthening capacities related to metrology, testing and conformity	BEE-Government capacity; BDS-Foreign market, Domestic market & Production technology	To facilitate exports and market access for Vietnamese products by the strengthening of standards, metrology and testing institutional structures, as well as developing national experts in quality and conformity assessment.	CHF 1.5 million	STAMEQ	UNIDO	STAMEQ and VN exporting SMEs	Nationwide	2004	2006	Barbara Jaegglin Sprenger 15th fl, Melia Centre 44B Ly Thuong Kiet Hanoi, Vietnam Tel: 934 6589
SECO	Vietnam Cleaner Production Centre (VN CPC)	BDS-Business training, Business consulting, Production technology BEE-Legal/Regulatory; BDS-Training & Consulting	Promotion and implementation of eco-efficient industrial production modes through Cleaner Production incl. Cleaner Technology. To support improvement of the working conditions in enterprises in compliance with ILO's core labour standards and VN labour legislation. The objective is to increase productivity of the enterprises.	USD 2.3 million (phase 2)	Hanoi University of Technology VCCI	UNIDO ILO, UNIDO and VN CPC	VN SMEs VN Enterprises	Nationwide Nationwide	2004 2004	2007 2007	Barbara Jaegglin Sprenger 15th fl, Melia Centre 44B Ly Thuong Kiet Hanoi, Vietnam Tel: 934 6589

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Donor	Project Title	Technical Focus Area/ Sector	Main Activities	Budget	Counterpart Organization	Practitioner	Beneficiaries	Location	Start Date	End Date	Contact Information
SECO	Technical assistance to joint stock commercial banks	Access to finance- Training	To contribute to setting up sound, efficient banking and financing services by targeted trainings to managers and staff of joint stock commercial banks.	CHF 900,000	Vietnamese J.S. banks	Banking Training Centre BTC (unde VN JS banks MPDF)		Nationwide	1998	2007	Barbara Jaegglin Sprenger 15th fl, Melia Centre 44B Ly Thuong Kiet Hanoi, Vietnam Tel: 934 6589
TAF	TAF Improving the Regulatory Environment for Business	BEE-legal/regulatory; BDS-business linkages	Enhance the role of Vietnamese business associations in improving the regulatory environment for commercial enterprise in Vietnam. Through monthly meetings of businesspeople and policymakers in Hanoi and Ho Chi Minh City, the project supports implementation of the new Enterprise Law and the development of competitive policy and other business legislation. Related research projects focus on the private sector's vision for government regulation and oversight, and on how to upgrade the competitiveness of Vietnam's business environment.	\$200-400,000 (annual grant program)	VCCI and other business assns	VCCI, business assn, research institutions	SMEs, policymakers, business assns	Nationwide	2000	ongoing	Jonathan Stromseth #10 - 03 Prime Center, 53 Quang Trung Hanoi, Vietnam Tel: 84-4-9433263 Fax: 84-4-9433257
UNDP	UNDP Improving the Regulatory Environment for Business (VIE/01/025)	BEE-legal/regulatory, govt capacity, business culture	The project's goals are to contribute to increased employment and income; an increased role for small businesses, especially in rural areas and for groups with less access (women, ethnic minorities); and building an enabling environment for expanded private sector development. The project aims to achieve six outputs: (i) increased capacity to address constraints through Business-Government partnerships; (ii) more uniform and consistent policies and regulations by supporting the drafting of the Unified Enterprise Law and Common Investment Law; (iii) regular dialogue between business and governments; (iv) strengthened capacity to implement enterprise regulations, especially at the provincial levels; (v) capacity building for SOE regulatory framework; (vi) identifying and addressing constraints on factor market development.	\$1,983,000	CIEM, MPI	UNDP	SMEs	Nationwide	2002	2006	25-29 Phan Boi Chau Hanoi, Vietnam. Tel: 84-4-9421495
Finland, Japan, UNDP and Belgium	UNIDO Entrepreneurship development program for women in food processing in Central Vietnam	BDS-training & consulting; Access to finance	Train women entrepreneurs in the processing of food products at micro and small-scale levels. Training focuses on quality, food safety, management issues, and investment/financing issues. Build capacity of Women's Union to provide training on a sustainable basis. Encourage the development of clusters through self-help groups. Establishment of Rural Resource Centers to provide vocational training and access to food processing machines.	1. Phase 1 (2002-2005): \$860,000 (Ha Tinh, Quang Binh, Quang Tri) 2. Phase 2 (2004-2006): \$665,000 (Thua Thien Hue, Danang, Quang Nam)	Vietnam Women's Union	UNIDO	Women entrepreneurs	6 provinces: Ha Tinh, Quang Binh, Quang Tri, Thua Thien Hue, Danang, Quang Nam	2002	2006	Philip Scholtes 72 Ly Thuong Kiet, Hanoi, Vietnam Tel: 84-4-8224490
USAID	VN Competitiveness Initiative (VNCI)	BEE-legal/regulatory & business culture BDS-business linkages Access to finance-short-term/long credit	Policy environment component which will focus on microeconomic and regulatory reform, investment policy, competition policy and advocacy (a Provincial Competitiveness Index will be designed to provide a benchmark for monitoring provincial performance and instill a healthy competition between them) SME capacity building which will pursue the work with pilot clusters identified in the previous phase as well as new clusters (ICT, fruit, artisan craft for the previous, and tourism, home accessories, banking/financial services for the later) SME financing , which increase the lending by Joint Stock Banks (JSBs) to SMEs through delivering training and implementing a cluster approach	\$5.6 million	Task Force for Implementation of Enterprise Law, Prime Minister's Research Council, Hanoi School of Business, VCCI, Young Entrepreneurs Association, CIEM, Ministry of Trade, SBV, Ministry of Finance, ASMED	DAI, TAF DAI DAI	Provincial authorities SMEs JSBs	Nationwide Hanoi, HCMC, Ha Tay, Quang Ninh (Ha Long City), Binh Duong Hanoi, HCMC	2003	2006	Robert Webster No 2 15th Fl, Prime Centre Building, 53 Quang Trung Tel: 84-4- 9438163 Fax: 84-4-9438160

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Donor	Project Title	Technical Focus Area/ Sector	Main Activities	Budget	Counterpart Organization	Practitioner	Beneficiaries	Location	Start Date	End Date	Contact Information
USAID	Support for Trade Acceleration (STAR)	Legal and Regulatory Reforms to support BTA implementation	Support for drafting of new commercial legislation, enhancing transparency in the judiciary, creating legal framework for e-commerce, strengthening IP protection, supporting tariff policy reform, training for judges, lawyers and enforcement agents		MOJ, Ministry of Trade, Ministry of Finance, National Assembly	IMB/DAI		Hanoi	2001	Dec-05	Steve Parker, Project Director tel: 844-934-9814
USDA	Mekong Delta's Rural Business Services Development Project (RBSD)	BDS-business services	Strengthen the regional market, especially for SMEs, by supporting and providing local high-quality commercial services.	\$1 million	VN Association of Rural Industrial SMEs	ACDI/VOCA	Rural SMEs	An Giang, Ben Tre, Kien Giang	2004	2006	
World Bank	SOE Reform and Equitization	SOE Reform	Provide general technical assistance for the management, restructuring and equitization of SOEs so as to meet terms of CPRGS; technical assistance is currently underway for the restructuring of 3 General Corporations: Vinatex, Vinacafe and Seaprodex through a grant from DF		NSCERD	PwC / Enterplan / Vision & Associates		Nationwide	2003	2006	Daniel Musson, SOE Specialist, World Bank
World Bank	World Bank Rural Finance Program	Access to finance	Project goals are to: (1) increase resources available for short, medium, and long term credit to rural areas; (2) increase savings mobilization among the poor; (3) increase competition in supply of rural financial services; (4) support the strengthening of rural financial institutions; (5) improve access of the poorer half of the rural population to formal credit and savings services. The Rural Development Fund (RDF), a revolving credit fund, would be established to make short, medium, and long term credit available through competing Participating Financial Institutions (PFIs) to finance household and private enterprise investments in agricultural and other viable rural operations (both in fixed assets and incremental working capital). Technical assistance and training would be given to State Bank staff and Bank of the Poor staff.	\$122 million	SBV	SBV, BSP	Rural SMEs	Nationwide	2003	2009	7-8th Fl, 63 Ly Thai To, Vietnam. Te 84-4-9346600; Fax: 84-4-9346597
World Bank	Investment Climate Assessment	Assessment	(a) Take a thermometer reading of the business environment, (b) provide inputs to the debate on draft Unified Enterprise Law and the Common Investment Law, (c) benchmark Vietnam's investment climate against regional and international competitors, (d) provide insight/analysis and policy recommendations to address selected issues of key concern to policy makers and firms.	\$350,000	MPI	World Bank	SMEs	Nationwide	2005	2005	7-8th Fl, 63 Ly Thai To, Vietnam. Te 84-4-9346600; Fax: 84-4-9346597
World Bank	Preparing Mekong Housing Bank for External Strategic Investment	Access to finance- long term credit	Provide technical assistance in the privatization of MHB: 2 years of independent financial audit, loan portfolio review, review of the legislative and regulatory environment to identify necessary changes to support the transaction, stakeholder discussions to get agreement on ideal type of strategic investor and preparations of the ToR for the transaction phase.	\$350,000	SBV	World Bank	Mekong Housing Bank	Nationwide	2005	2006	7-8th Fl, 63 Ly Thai To, Vietnam. Te 84-4-9346600; Fax: 84-4-9346597

Level the Playing Field

Diagnostic: Enterprises continue to operate under different rules and licensing requirements depending on their ownership: private, public, domestic or foreign-invested. Whole segments of the economy remain effectively closed to private sector participation, either by law (e.g infrastructure), or due to effective SOE monopolies or lack of information on business opportunities. While the proposed UEL and CIL are designed to reduce discrimination, and the new competition law should help to prevent anti-competitive behaviour, a number of additional measures must be taken to open up markets and place SOEs on a more even playing field with private enterprises.

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
SOEs compete against private enterprises on an unequal basis	Ensure that increasing number of SOEs are brought under new UEL and CIL	Place all equitized SOEs under new UEL and CIL	Pursue corporatization of those SOEs not slated for equitization	Pursue corporatization of those SOEs not slated for equitization
	Strengthen SOE corporate governance regime	Develop implementation plan for Directive 45 calling for corporatization of larger SOEs Pursue implementation of model charter and corporate governance practices outlined NSCERD official letter 81/DMDN (19 November 2002).	Implement Directive 45 to bring larger SOEs under UEL and CIL	Pursue implementation of Directive 45
	Simplify SOE shareholder role	Define strategy for rationalizing ownership and control functions for largest SOEs, including implementation of Decree 153 of 2003 and possible broadening of NSCERD role to include management and sale of SOE shares	Transfer ownership and control functions of first group of SOEs to NSCERD	Transfer ownership and control functions of second group of SOEs to NSCERD
	Ensure that all SOEs apply the same accounting and disclosure practices as private enterprises Formalize land resources held by SOEs through the issuance of LURCs and inclusion of land assets in balance sheets	Begin implementation of new accounting standards in all corporatized SOEs Develop roadmap for formalization of SOE land assets	Pursue implementation of new accounting standards in all SOEs Implement roadmap for formalization of SOE land assets, including issuance of LURCs and restatements of assets	Pursue roadmap implementation

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
	Ensure that SOEs fall under same tax rules as private enterprises Further reduce licensing requirements applicable only to FIEs	Review tax status of all SOEs and identify variances with private domestic and FIEs; prepare action plan for harmonization Review proposed CIL to ensure that list of negative sectors for FDI is strictly limited to "strategic" sectors Make licensing of FIEs automatic for all activities not specifically proscribed in CIL	Implement action plan to harmonize tax treatment of SOEs and private enterprises	Pursue implementation of action plan to harmonize tax treatment of SOEs and private enterprises
Private enterprises excluded by law from non-strategic sectors of the economy	Clarify sectors which are reserved for SOEs, allowing private/FIE competition in all others	Review Decision 155/2004/QD-TTg to clarify which infrastructure subsectors and services are reserved for SOEs		
Dominance of SOEs in many sectors effectively crowds out private sector competition	Strengthen the competition framework to reduce instances of monopolistic abuse	Issue implementing decrees to new Competition Law and appoint key staff to implementing Council and Commission	Provide financial autonomy and regulatory independence to Competition Management Department by moving it outside of Ministry of Trade	
	Ensure that private enterprises have equal access to public procurement contracts	Develop strategy for increasing dissemination of information on public procurement opportunities and public investment plans; including MPI's proposed Procurement Bulletin and Website Review and revise bid qualification criteria to ensure that they do not unduly discriminate against private enterprises Identify inconsistencies within legal framework for public tendering and issue clarifying legislation Implement procurement principles introduced in Decree 66/2003/ND-CP	Implement information dissemination strategy, at both national and provincial levels	

Simplify the Regulatory Framework: General Provisions

Diagnostic: The complex licensing and regulatory framework encourages discrimination and increases the costs and risks of doing business and provides an inadequate framework for promoting competition in sectors heretofore closed to private participation.

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
<p>Proposed UEL and CIL will be difficult to implement due to conflicts with up to 60 existing regulations</p> <p>Despite introduction of Enterprise Law in 2000, over 298 business licensing requirements still exist</p> <p>The investment incentive regime is complex and ineffective</p>	<p>Harmonize related regulations on business establishment, taxes, finance, land, corporate governance etc to ensure consistency with UEL and CIL</p> <p>Simplify licensing regime and introduce a regulatory impact assessment (RIA) process going forward</p> <p>Rationalize and simplify investment incentive regime, clarifying what incentives can be granted by local governments</p>	<p>Initial review of inconsistencies with draft UEL and CIL has been completed by PMRC; assess need to revise findings once final UEL and CIL are promulgated</p>		
		<p>Develop implementation plan to eliminate inconsistencies</p> <p>Conduct review of existing licensing regime and identify all those which conflict with provisions of existing laws</p>	<p>Complete amendments/revisions of relevant regulations</p> <p>Conduct regulatory impact assessment of all licensing requirements that are not in conflict with existing legislation; eliminate those licensing requirements where costs exceed benefits</p>	
		<p>Issue regulation requiring RIAs as a prerequisite for all new licensing requirements</p>	<p>Support dissemination of standard RIA methodology throughout national and provincial governments</p>	
		<p>Implement CIL with new investment incentive regime</p> <p>Issue revised schedule of allowable investment incentives, eligibility criteria, and responsible authority for issuance</p>		
<p>High effective corporate income tax rates depress Vietnam's competitiveness as an investment destination</p>	<p>Align corporate income tax rules with internationally accepted principles</p>	<p>Revise regulations regarding deductibility of business expenses and charges such as marketing expenses, salaries, bad debt write-offs</p>		

Simplify the Regulatory Framework: Facilitate Private Sector Participation in Infrastructure

Diagnostic: The infrastructure sector lacks the regulatory framework necessary to attract private investment and promote competition

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
Absence of a clear policy framework for increased PSP in infrastructure	Formulate and issue a clear policy statement identifying the forms of acceptable PSP in each infrastructure subsector	Review Decision 155/2004/QD-TTg to clarify which infrastructure subsectors and services are reserved for SOEs, then issue a policy statement specifically promoting PSP in each targeted infrastructure subsector		
		Review guarantee policy and establish risk management framework to assess, price and track guarantee obligations		
Absence of a functioning regulatory framework for increased PSP	Establish regulatory frameworks in power, water, transport and telecommunications sectors	Develop sector blueprints outlining mechanisms to introduce competition and desired future role of private enterprises in each subsector Issue implementing regulations to Electricity law	Issue Urban Water Supply Decree delineating scope of permissible PSP Finalize regulatory framework and establish independent telecoms regulator with full authority over pricing, licensing and competition issues, in line with WTO / BTA commitments	
			Define port, airport and toll road regulatory framework	Establish transport sector regulator independent of sector Ministries and SOEs, with full authority over pricing, licensing and competition issues Implement competitive power pool
			Establish power sector regulator	
			Unbundle EVN into corporatized operating units for generation, transmission and distribution	Equitize EVN's power generating units
	Update contracting mechanisms for PSP	Revise BOT framework giving equal treatment to foreign/domestic investors;		

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
Limited institutional experience in structuring, tendering and monitoring PPI projects Retail tariffs in water and electricity sectors are maintained at below cost-recovery levels	Strengthen institutional capabilities for formulating PPI projects, processing unsolicited proposals, tendering and monitoring implementation Allow cost-recovery for private service providers, either through output based subsidies or general increase in user fees	Establish a Project Development Facility (PDF) to support national sector Ministries in developing viable PPI proposals Review tariff policies and develop strategy/implementation plan for allowing cost-recovery for private service providers	Consider establishing similar PDFs to support Provincial Infrastructure Development Funds outside of HCMC Implement new tariff policies	
Investment planning process does not sufficiently integrate role of private sector Complexity and opacity of licensing process deters investors	Revise planning process to allow more active consultation of private sector Simplify licensing process for all projects	Develop revised planning process and mechanisms for periodic Establish "One stop shop" for all licensing and approvals related to infrastructure investments		
Limited forms of finance available and/or permitted	Develop capital markets, in particular contractual savings institutions and investment funds as sources of long term local currency finance Strengthen rights and forms of security available to creditors	Agree a strategy for developing secondary debt market, contractual savings institutions and investment funds Allow LURCs to be pledged to foreign banks as collateral Extend step-in rights for lenders to non-BOT projects. Amend Bankruptcy Law to allow secured creditors to initiate proceedings Develop regulatory framework for foreclosure and asset auctions	Develop legal and regulatory framework for secondary debt market, contractual savings institutions and investment funds Implement strengthened creditor rights regime	

Improve Private Sector Access to Land and Finance

Diagnostic: Although improving, private enterprises continue to encounter difficulties procuring land and finance. This is particularly true of microenterprises and SMEs which represent the largest segments of the private sector.

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
SOCBs discriminate against private sector enterprises by applying higher standards of loan security to private enterprises than to SOEs	Ensure that SOCB lending is conducted on equal terms for all customers	Pursue SOCB restructuring and corporate governance reforms to (i) eliminate directed lending to SOEs, (ii) eliminate implicit government guarantee of SOE debt and (iii) ensure that credit evaluation process is same for SOEs and private enterprises.	Further reduce share of SOEs in total lending portfolio	
		Develop manuals and training programs to improve capacities of SOCBs to evaluate risk and provide credit secured by contracts, future property or future cash flows	Implement training programs within SOCBs	
Lack of information regarding credit histories of SMEs heightens risk of lending	Strengthen and expand Credit Information Center so that it can act as a Credit Bureau for SMEs	The Government amends Decree 52 (May 2003) on the organisation and function of SBV and Decision 415 to enable credit bureau services to operate alongside SBV but not necessarily within SBV.		
Limitations in Bankruptcy Law and conflicts with the system for secured transactions weaken creditor rights.	Ensure that the bankruptcy system is fully integrated with the secured transactions system.	The interrelationship between the bankruptcy laws and the laws in relation to secured transactions requires closer attention to remove the present ambiguities regarding the rights of secured creditors. The two legal regimes should be synthesised.	Develop legal system for the valuation of assets to facilitate classification of creditors (fully secured, oversecured or undersecured).	
	Allow creditors to initiate bankruptcy proceedings	Amend Bankruptcy Law to allow secured creditors to initiate proceedings		

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
Lack of institutional capacity to administer bankruptcy proceedings	Strengthen the capacity of the courts to administer bankruptcy proceedings	The Ministry of Justice should establish an education and assessment program for court officers, administrators and professionals involved in the bankruptcy system. Develop regulatory framework for foreclosure and asset auctions	Consider creating a separate bankruptcy court, with accompanying detailed procedural guidelines for proceedings and appeals. Strengthen capacity of courts responsible for foreclosure execution	
			Introduce sanctions applicable to borrowers who refuse to cooperate with the foreclosure process, e.g.: damages and interest awarded against those debtors who delay the process of realisation of the collateral as well as administrative penalties imposed on non-cooperative debtors by the police Roll out new simplified accounting rules for SMEs	
SME accounting rules are complex and therefore increase the time and costs of applying for credit	Develop a simplified SME accounting system	Complete work underway to develop the simplified accounting system, ensuring that it is consistent with new Law 03-2003-QH11 on Accounting; this may include issuance of a new decision or revised Decision 141 on the Accounting System of SMEs		
Underdeveloped microfinance sector	Legalise microfinance activities affording the formal development of multiple, sustainable, autonomous models, develop microfinance supervision capacity, and encourage self-regulation by microfinance practitioners.	Based on Decree No 28/2005/ND-CP regulating microfinance institutions, SBV finalises policies and procedures for the supervision of MFIs and commences regular supervision activities.	SBV maintains consultative relationships over modifications to MFI regulation and supervision practices.	
		SBV develops internal capacity to provide training for MFIs on prudential and supervisory requirements and BIS principles on risk management.	SBV identifies and trains supervision intermediaries to extend the outreach of prudential supervision in line with the growth of the MF sector.	

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
Valuation of land for collateral purposes does not reflect actual market value	Develop new land valuation mechanism that approaches actual market value of land	MFI practitioners establish an MFI Industry Association with membership from the private sector, INGOs, donors and mass organisations to represent the industry in dialogue with the Government and develop a "Microfinance Code of Practice" concerning the design and operation of microfinance initiatives (particularly non-deposit-taking schemes).	The MFI Association enhances self-regulation in non-prudentially supervised MF schemes.	
		Issue implementing regulations to Land Law to detail new LURC valuation process	Conduct public auctions for an increasing number of LURCs so as to provide further benchmarks of market prices	
The procedures and institutions for implementation of simplified LUR system are not yet in place	Implement simplified LUR system at provincial and district levels	Develop standard procedures and systems at provincial and district level to register, issue and transfer LURCs	Implement standard procedures and systems at provincial and district level to register, issue and transfer LURCs	
		Develop new organizational model for Land Registry offices	Implement new organizational model for Land Registry offices	
The existing zoning system fails to provide adequate and affordable facilities for SMEs	Establish specialized industrial parks and/or incubators for SMEs	Government approves a new Decree on Industrial Zones, Export Processing Zones and High-Tech Zones which delegates authority to approve the establishment of SME industrial parks to the local Peoples' Committees.		
SOEs possess surplus land assets which remain outside of the public domain	Place all SOE surplus land assets in land market where they can be freely traded	Government to issue directive to SOEs to account for all land assets, including surplus land (directive to include clear definition of "surplus land")	Surplus land assets of SOEs to be centralized in land bank and auctioned to highest bidder (current tenants, if any, would have right to match highest bid price on auctioned LURCs)	
		Government to formalize SOE land assets with LURCs, requiring SOEs to account for land assets in financial statements		

Strengthen the Framework for Business Contracting and Dispute Resolution

Diagnostic: In the absence of a functioning legal framework for business contracting and dispute resolution, supplier-buyer linkages cannot be developed and large scale investments are necessarily riskier. Now that the legal framework for contracts has been clarified with the promulgation of the new Civil Code and Civil Procedures Code, further progress is needed in ensuring that judgments and arbitration awards can be enforced.

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
Private investors have little confidence in the court system as an effective mechanism to objectively resolve disputes	Enhance investor confidence by simplifying court procedures, making them more transparent and reducing time required for processing	Launch capacity-building program to train judges on provisions of new civil code and civil procedures code, and consider creation of small claims court to resolve minor disputes	Consider creating a separate bankruptcy court, with accompanying detailed procedural guidelines for proceedings and appeals.	
			Introduce greater transparency with the periodic publication of decisions	
Enforcement of court decisions and arbitration awards remains the weakest link in the dispute resolution framework	Strengthen the capacity of the courts and Ministry of Justice to enforce decisions, including arbitral awards	Promulgate new Law on the Enforcement of Judgments	Publicize success of Enforcement Agency as a means of raising awareness	
		Strengthen technical capabilities of the Enforcement Agency and Judicial Police to implement Law Define role of local People's Committees in Enforcement	Pursue capacity building efforts with Enforcement Agency and Judicial Police	
		Create penalty mechanism for parties who refuse implementation of court or arbitral decision		

Support the creation of pro-private sector business environments at the local level

Diagnostic: Local governments have a significant impact on the business conditions in their constituencies, as has been demonstrated by the Provincial Competitiveness Index (PCI) and numerous subnational surveys. Poor economic governance in some provinces severely undermines national efforts to improve the investment environment, just as good governance can attract investment even in those provinces with relatively weak supporting infrastructure.

Key PSD Constraint	Key Roadmap Recommendations	Short-term Actions	Medium-term Actions	Long-term Actions
Poor economic governance at the provincial level undermines national efforts to improve the business environment	Improve economic governance throughout provinces to facilitate enterprise registration, licensing, tax assessment and inspections	Identify best practices from results of PCI		
		Offer technical assistance to replicate best practices in provinces soliciting such support	Continue to publicize results and surveys of provinces with best economic governance practices	
		Finalize new anti-corruption strategy (as per resolution of Central Committee of the party in Dec 2003)		
		Issue revised Anticorruption Ordinance and Law on Complaints Develop implementation plan for anti-corruption strategy at the provincial level	Implement anti-corruption measures at the provincial level	
		Pursue implementation of public financial management reforms as a mechanism to improve transparency and reduce opportunities for discretion in dealings with private enterprises		

Persons Interviewed

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