

NATIONAL TECHNOLOGY INNOVATION FOUNDATION
MINISTRY OF SCIENCE AND TECHNOLOGY

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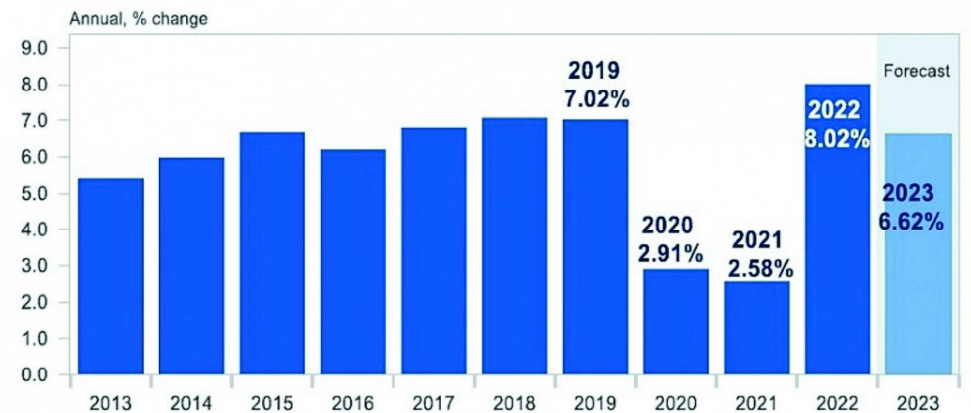
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Vietnam - An Attractive Destination for Technology Transfer

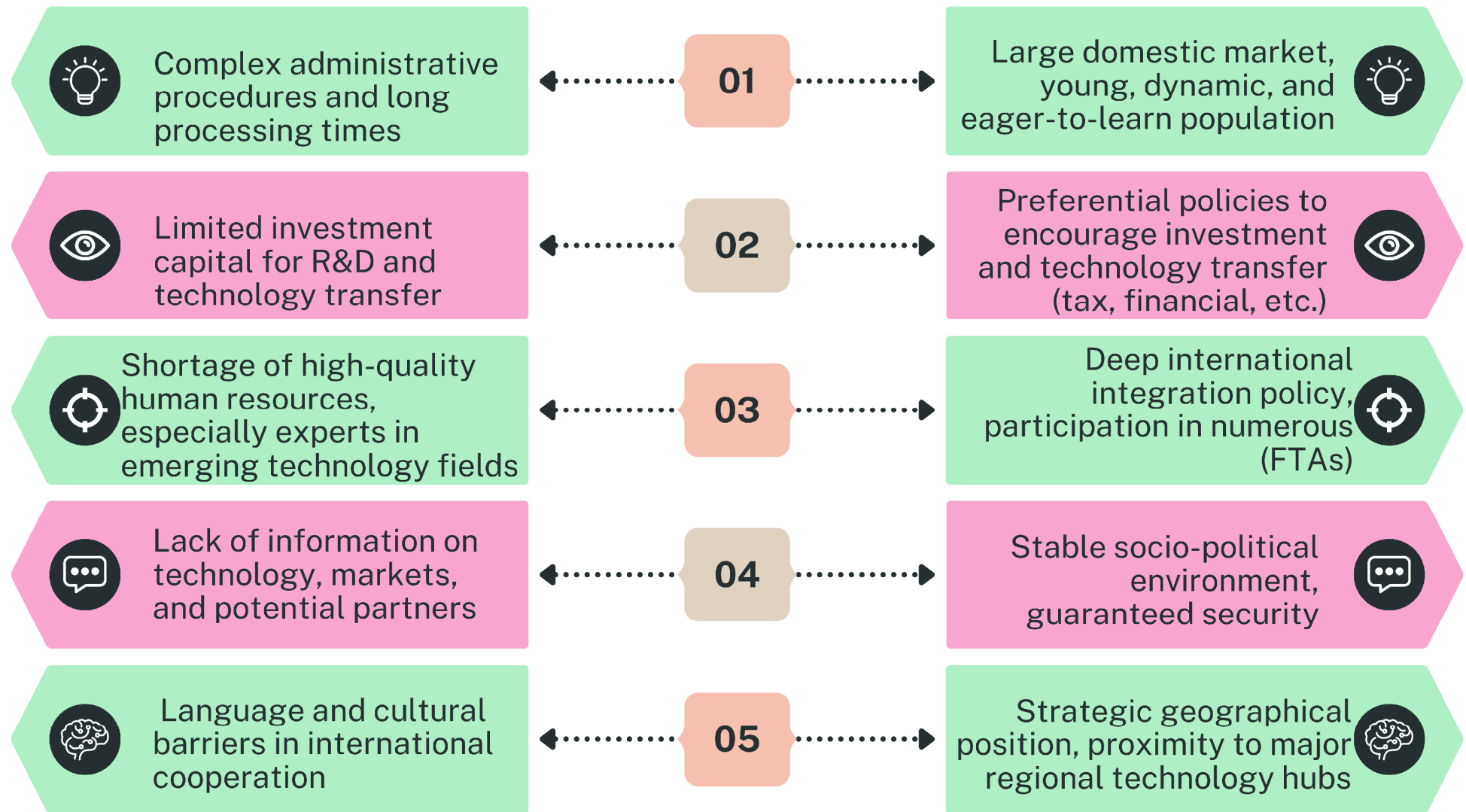
- **Economic Growth:** A dynamic economy with an average GDP growth of over 6% per year in the past decade.
- **Demand for Innovation:** Vietnamese enterprises are actively seeking and applying new technologies to enhance productivity, quality, and competitiveness.
- **Government Priority:** Science, technology, and innovation (STI) are identified as a top national priority and a driving force for socio-economic development.
- **Presentation Objectives:** To provide an overview of policies, support programs, and cooperation opportunities in the field of technology transfer in Vietnam.

Vietnam: Annual Real GDP Growth

Source: Macrobond, UOB Global Economics & Markets Research



Technology Transfer in Vietnam: Navigating Challenges, Seizing Opportunities



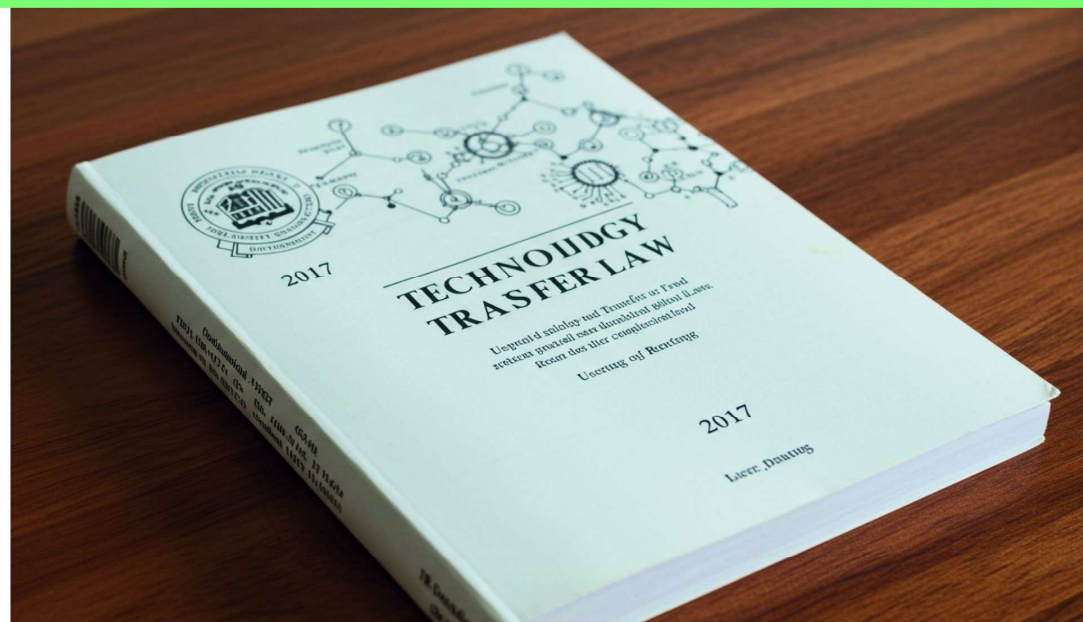
Vietnam's 2017 Law on Technology Transfer: The Legal Framework

Scope, Forms, and Fields:

- **Scope:** Regulates the types of technologies permitted for transfer (including restricted and prohibited technologies)
- **Forms:** Purchase, licensing, capital contribution with technology, consulting services, training, technical support, etc.
- **Fields:** Prioritizes high-tech sectors, new technologies, and technologies for socio-economic development.

Rights and Obligations:

- Ensure intellectual property rights, technology quality, provide complete information, technical support, etc
- Make full payment, use technology for the intended purpose, maintain confidentiality, etc.



Government Responsibilities:

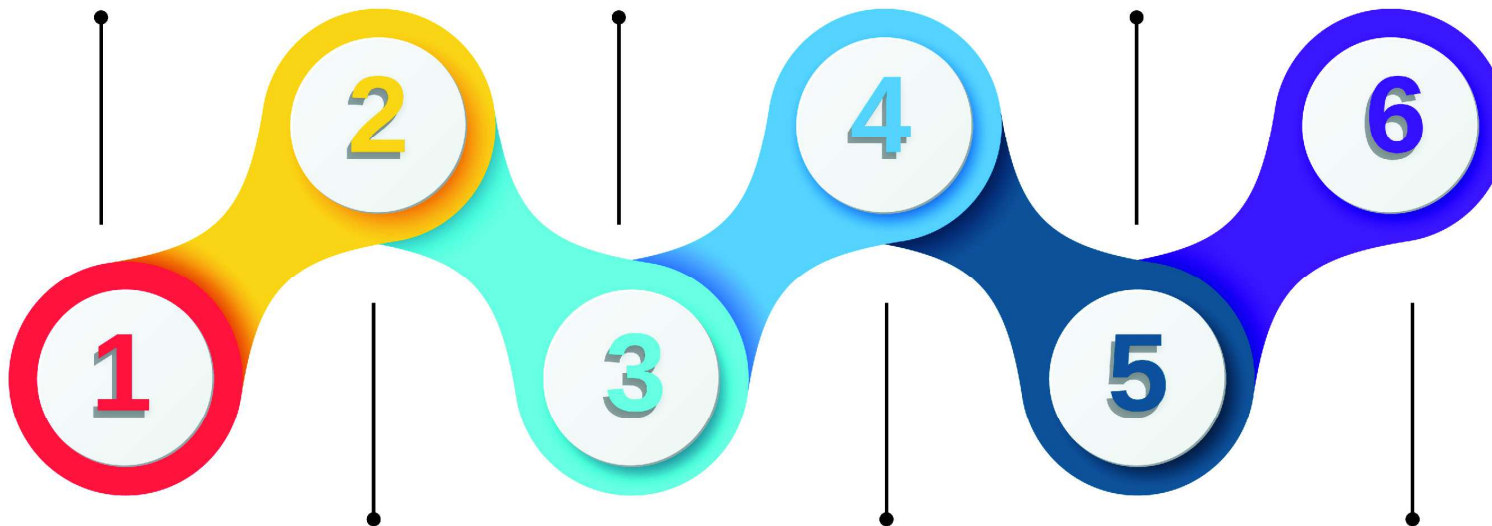
- Appraise, register, and license technology transfer contracts (for mandatory cases).
- Inspect, examine, and handle violations.
- Collect statistics and report on technology transfer activities.

Incentive Policies to Promote Technology Transfer

Preferential loans (low interest, long term), loan guarantees, interest rate subsidies.

Incentives for land rental fees, land use, land allocation, and land lease

Support for market information, partner connection, participation in fairs and exhibitions.



Reduction/exemption of corporate income tax, import tax, and other taxes for technology transfer projects

Funding/Partial funding support from various programs and funds

Support for training and upskilling of human resources involved in the project.
Simplification of administrative procedures, shorter processing times, free consultation.

Business Support Programs - Partnering with Vietnamese Enterprises

The Ministry of Science and Technology (MOST) spearheads and coordinates a range of programs designed to support businesses in their technology innovation and transfer efforts. Key programs include:

1. National Technology Innovation Fund (NATIF)
2. National Science and Technology Programs (KC Programs)
3. National Technology Innovation Program to 2030
4. Enterprise Funds for Science and Technology Development:
5. National Product Development Program
6. Program on Enhancing the Productivity and Quality of Products and Goods
7. International Cooperation Programs



Resolution 57-NQ/TW - Breakthroughs in Institutions and Policies

Vision & Objectives (to 2030, with a vision to 2045)

- To make Science, Technology, and Innovation (STI) the main driving force for economic growth.
- Transforming Vietnam into a regional leader for STI.
- To contribute significantly to the goal of making Vietnam a developed, high-income country by 2045.

Key Reforms and Priority Sectors

- Breakthroughs: Improve institutions and policies; create a favorable environment; attract and utilize talent; increase investment resources.
- Priority Sectors: Focus on areas where Vietnam possesses competitive advantages and breakthrough potential, such as information technology, artificial intelligence, biotechnology, and renewable energy.



Resolution 193/2025/QH15 - Pilot Implementation of Special Mechanisms

Objectives:

- To create a pilot legal framework for new, superior, and unprecedented mechanisms and policies in the field of STI, especially in technology transfer.
- To address bottlenecks, barriers, and obstacles in current regulations, creating a maximally favorable environment for these activities.



Pilot Program Content (selecting key points relevant to technology transfer):

- Pilot mechanism for accepting risk and failure in scientific research and new technology testing.
- Pilot special financial mechanisms:
- Pilot program on procedures: Simplified procedures.
- Pilot public-private partnership (PPP) mechanisms in the field of STI.
- Pilot mechanisms for attracting and utilizing talent.
- Other relevant pilot policies (as applicable).

Resolution 03/NQ-CP of the Government and the Action Program of MOST

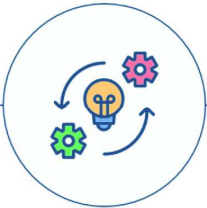


NATIF - Assisting Enterprises with Technology Innovation



DIRECT PREFERENTIAL LOANS

Direct fund for small and medium-sized enterprises with technology innovation projects to borrow capital at preferential interest rates



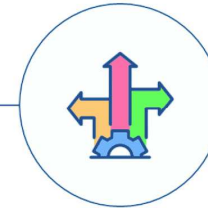
SUPPORT AND CAPITAL SPONSORSHIP

The Fund provides non-refundable capital for businesses' technological innovation projects from the Fund's operating capital and other capital.



GUARANTEE FOR LOAN

The Fund evaluates and appraises businesses' technology to issue guarantees and serve businesses with loans from banks and other credit institutions



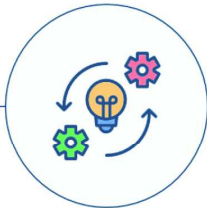
COOPERATION ON TECHNOLOGY INNOVATION

Cooperate and receive capital and material resources from domestic and foreign organizations and individuals to serve technological innovation



INDIRECT PREFERENTIAL LOANS

The Fund coordinates with commercial banks to give small and medium-sized enterprises preferential loans to implement technological innovation projects.



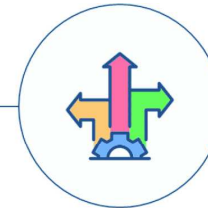
IMPLEMENTING S&T PROGRAMS

Science, technology and innovation programs assigned to the Foundation by the Government and the Ministry of Science and Technology



LOAN INTEREST RATE SUPPORT

The fund supports post-investment interest rates in enterprises' technological innovation projects.



CONSULTATION AND SUPPORT FOR BUSINESSES

Consulting and supporting businesses in managing and using science and technology development funds and technology innovation activities

Vietnam-Japan Cooperation: Potential and Opportunities

T JAPAN'S STRENGTHS

- Developed economy, world-leading advanced technology.
- Strengths in various fields: electronics, automobiles, automation, biotechnology, renewable
- Extensive experience in technology management, transfer, and commercialization. energy, new materials, etc.

N VIETNAM'S REQUIREMENTS

- Priority on receiving high technology, source technology, and clean technology.
- Demand in the fields of: manufacturing, high-tech agriculture, healthcare, education, environment, etc.
- Goal of improving productivity, quality, and competitiveness of the economy.

Q STRATEGIC PARTNERSHIP

- Good political relations, mutual trust.
- Economic, trade, and investment cooperation is growing.
- Numerous cooperation agreements and MoUs have been signed (including in the field of STI). (Potentially add): Japan is one of Vietnam's largest ODA partners.

V ROLES IN PROMOTING COOPERATION

- MOST: Developing policies, programs, connecting partners, supporting businesses.
- NATIF: Providing finance, consulting, and support for technology transfer projects.
- NEDO: Supporting technology transfer projects, training human resources, and sharing experience from the Japanese side.

Japanese Companies - Opportunities in Vietnam



Q1

POTENTIAL MARKET

- Nearly 100 million people, young population, rapidly growing middle class
- High demand for high-tech products and services in various fields
- Favorable geographical location, gateway to the ASEAN market and other large markets.



Q2

ATTRACTIVE INCENTIVE POLICIES

- Tax exemptions/reductions, financial support, land incentives, procedures, etc
- The investment and business environment is increasingly improved, transparent, and open
- The Vietnamese government is committed to creating the most favorable conditions for foreign investors.



Q3

DEDICATED SUPPORT

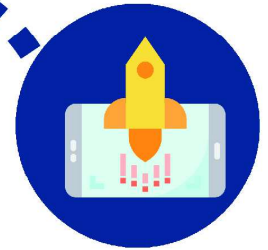
- MOST and other Vietnamese agencies: Provide support on procedures, information, policies, and resolving obstacles
- NEDO and other Japanese organizations: Support from the Japanese side.



Q4

PARTNER NETWORKING

- Many Vietnamese enterprises have the need, capacity, and willingness to cooperate.
- Business associations, chambers of commerce, investment promotion centers, etc. are ready to support connections.
- NATIF and MOST can act as a bridge, introducing potential partners.



Q5

SUCCESSFUL EXPERIENCES

- Japanese companies have successfully invested and transferred technology in Vietnam (e.g., Canon, Panasonic, Toyota, Nidec, ...).
- Increased revenue, expanded market, enhanced brand.

Opportunities for Vietnamese Companies: Collaboration with NEDO & NATIF



ACCESS TO ADVANCED TECHNOLOGY

- Opportunity to access, learn, and master advanced and source technologies from Japan through cooperation projects with NEDO
- Enhance technological capabilities, production levels, and the quality of products and services

FINANCIAL AND ADVISORY SUPPORT

- Receive financial support from NATIF (preferential loans, grants, guarantees, etc.) for technology transfer and innovation projects
- Receive consulting, technical, management, and commercialization support from both NATIF and NEDO

EXPANDING PARTNER NETWORKS

- Connect with leading Japanese companies, research institutes, and universities through NEDO's network.
- Find potential partners for cooperation, joint ventures, alliances, and market expansion.

ENHANCING COMPETITIVENESS

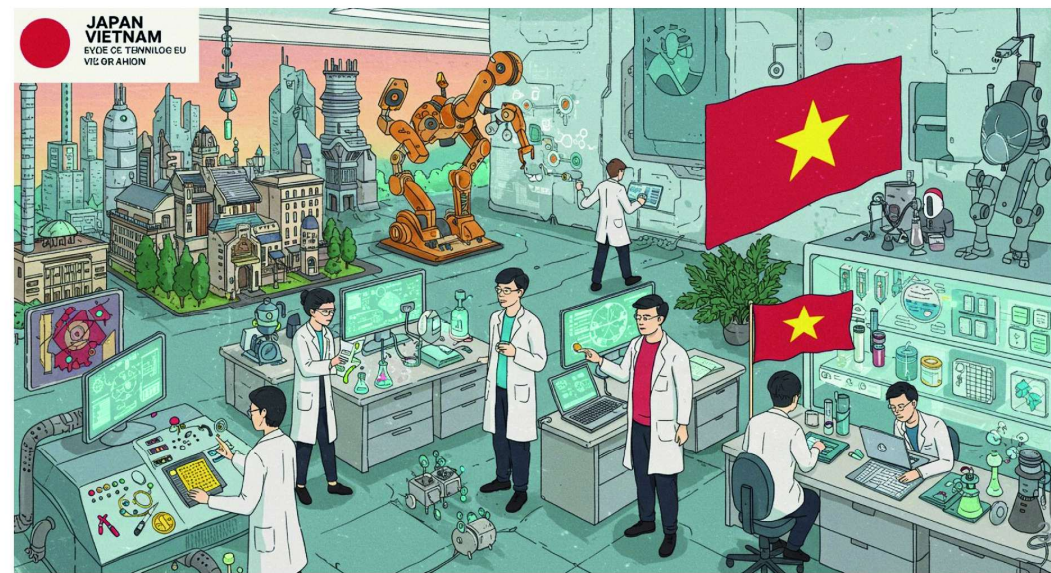
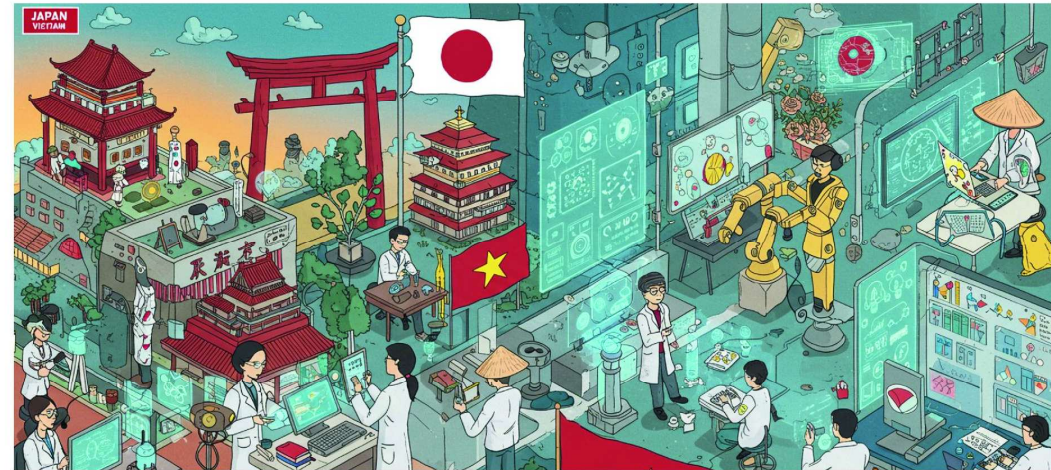
- Create products and services with high added value, capable of competing in domestic and international markets.
- Build brand, reputation, and enhance market position.

HUMAN RESOURCE DEVELOPMENT

- Participate in training programs and expert exchanges.
- Enhance the skills and expertise of the workforce.

Partnership for Shared Prosperity: Vietnam and Japan

- Vietnam deeply values its Comprehensive Strategic Partnership with Japan and recognizes the significant contributions of Japanese enterprises to Vietnam's economic and social progress.
- Building on the immense potential and opportunities that exist, Vietnam is eager to forge even closer partnerships with Japanese companies and organizations in the vital areas of technology transfer and innovation.
- We are confident that collaboration between our businesses will yield mutual benefits, promote sustainable economic and social development in both countries, and strengthen the enduring strategic partnership between Vietnam and Japan





THANK YOU

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