

# Vietnamese Businesses and Two-year Implementation of the CPTPP



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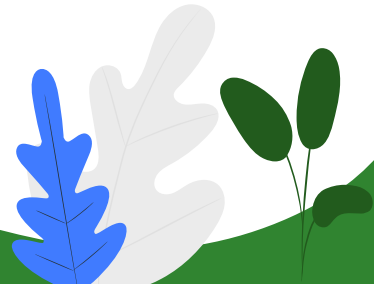
02

Overview of 2 years of CPTPP  
implementation by businesses



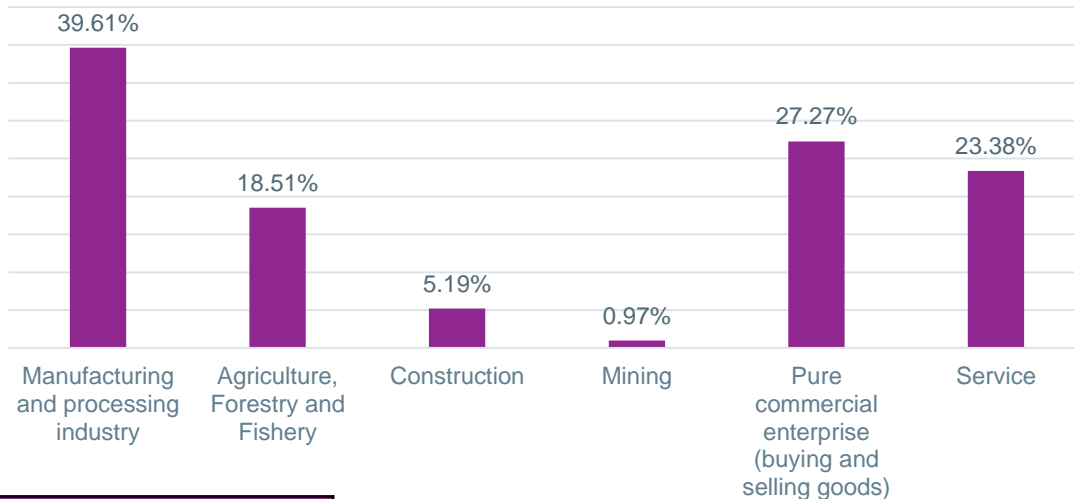


# 01 Overview of the businesses participating in the Survey





## Type of Businesses



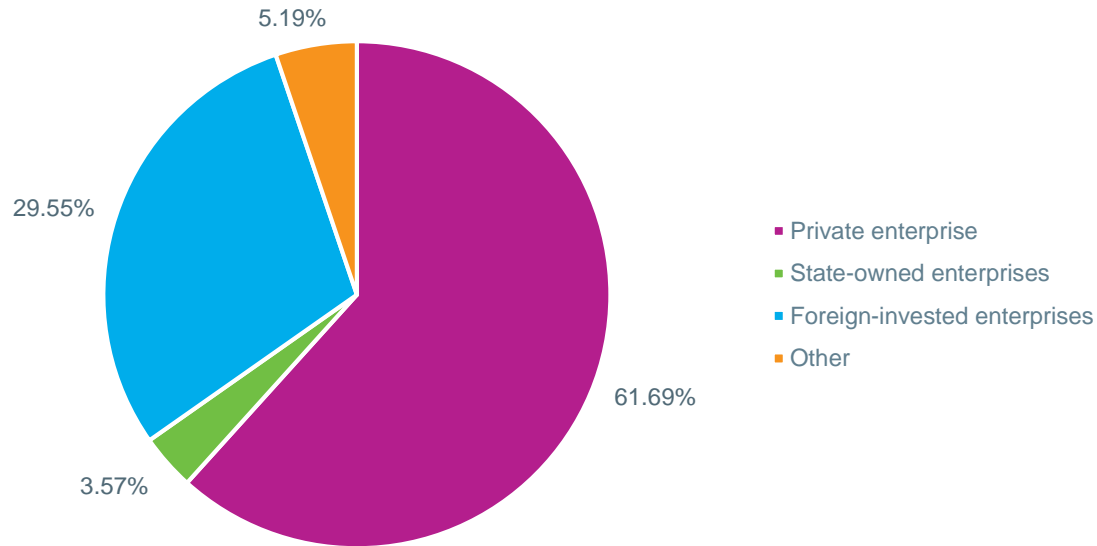
Regions	Surveyed		Statistics of 2019	
	Number of businesses participated	Proportion	Total number of enterprises	Proportion
Red River Delta and Northern Midlands and Mountains	113	<b>36,69%</b>	270.198	<b>36,57%</b>
North Central and Central Coast	17	<b>5,52%</b>	100.725	<b>13,63%</b>
Mekong River Delta	18	<b>5,84%</b>	55.089	<b>7,46%</b>
South East	160	<b>51,95%</b>	312.821	<b>42,34%</b>

Geographical area

# The Participants – Who are they?

# The Participants – Who are they?

## The origin of equity



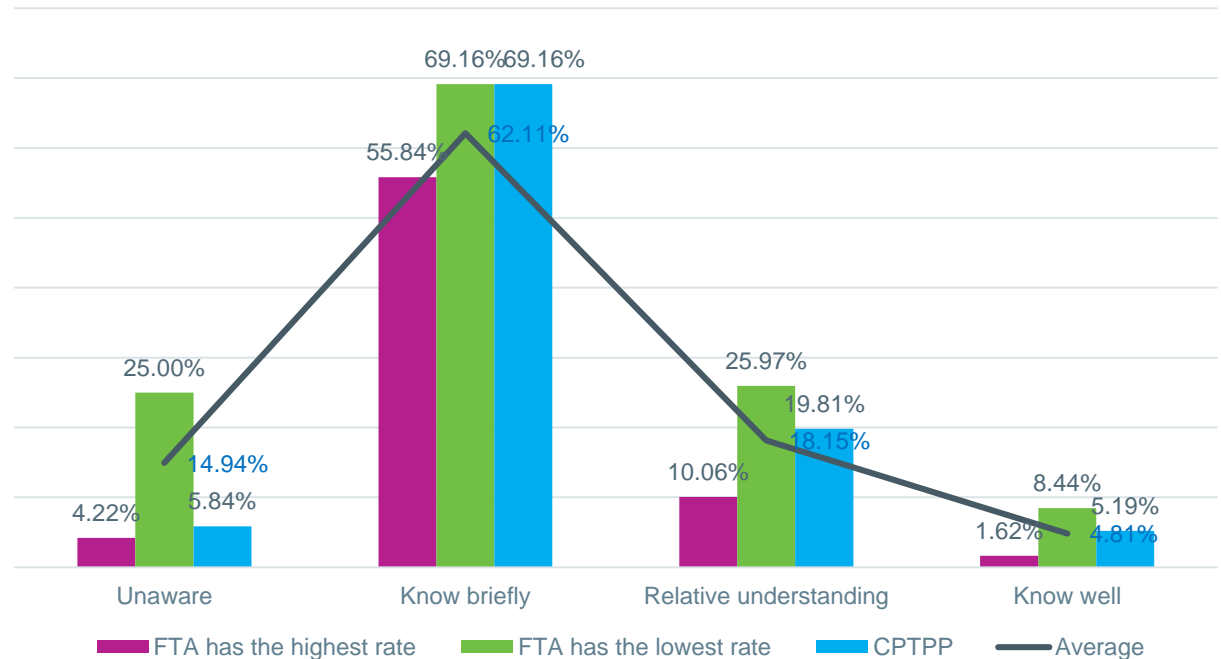
# 02 Two-years Implementation of the CPTPP from the business perspective





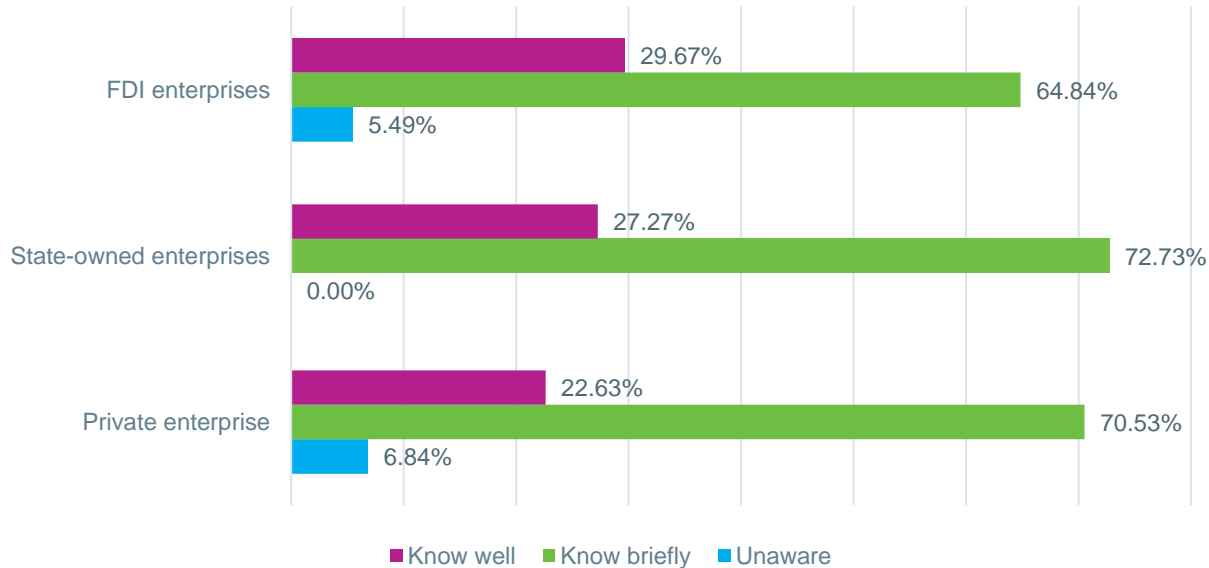
# How well do businesses know about CPTPP?

CPTPP - Heard a lot, but don't understand thoroughly



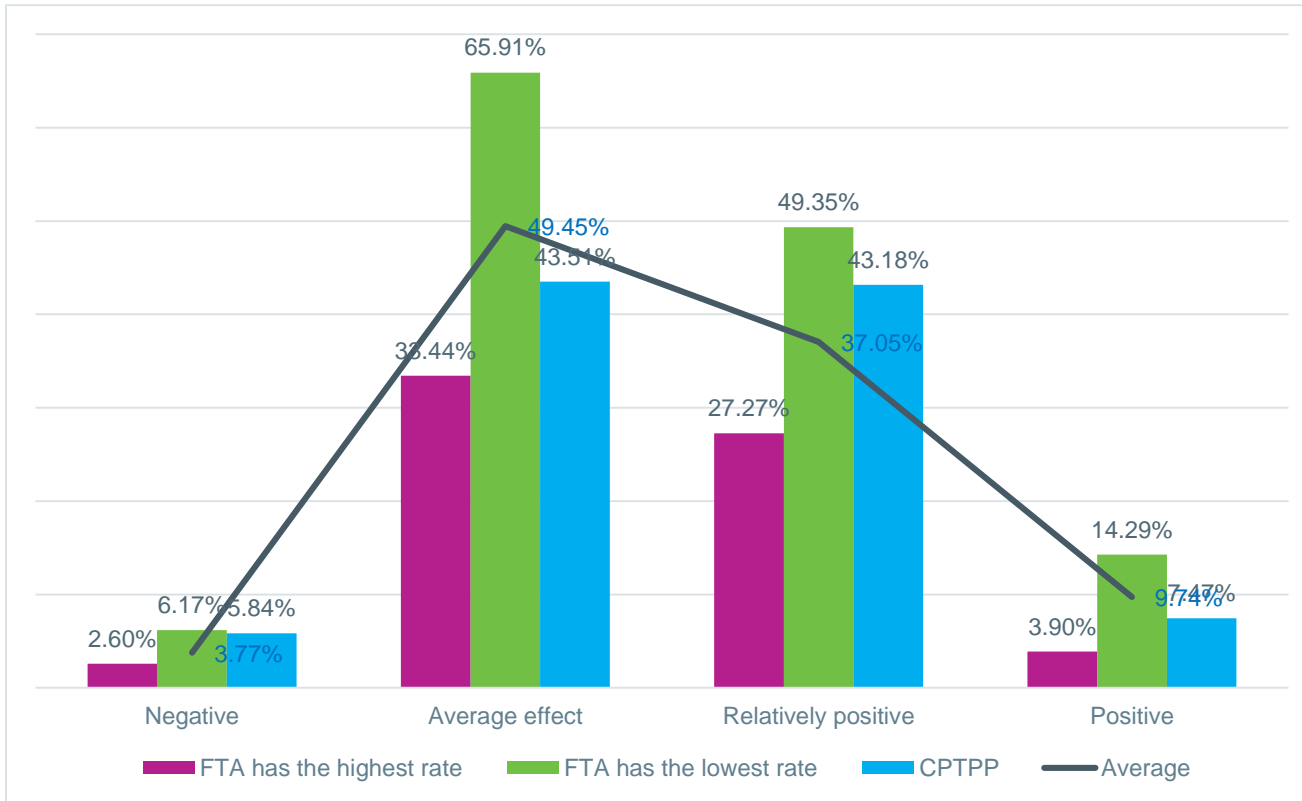
# How well do businesses know about CPTPP?

FDI enterprises understand better about CPTPP than Vietnamese enterprises





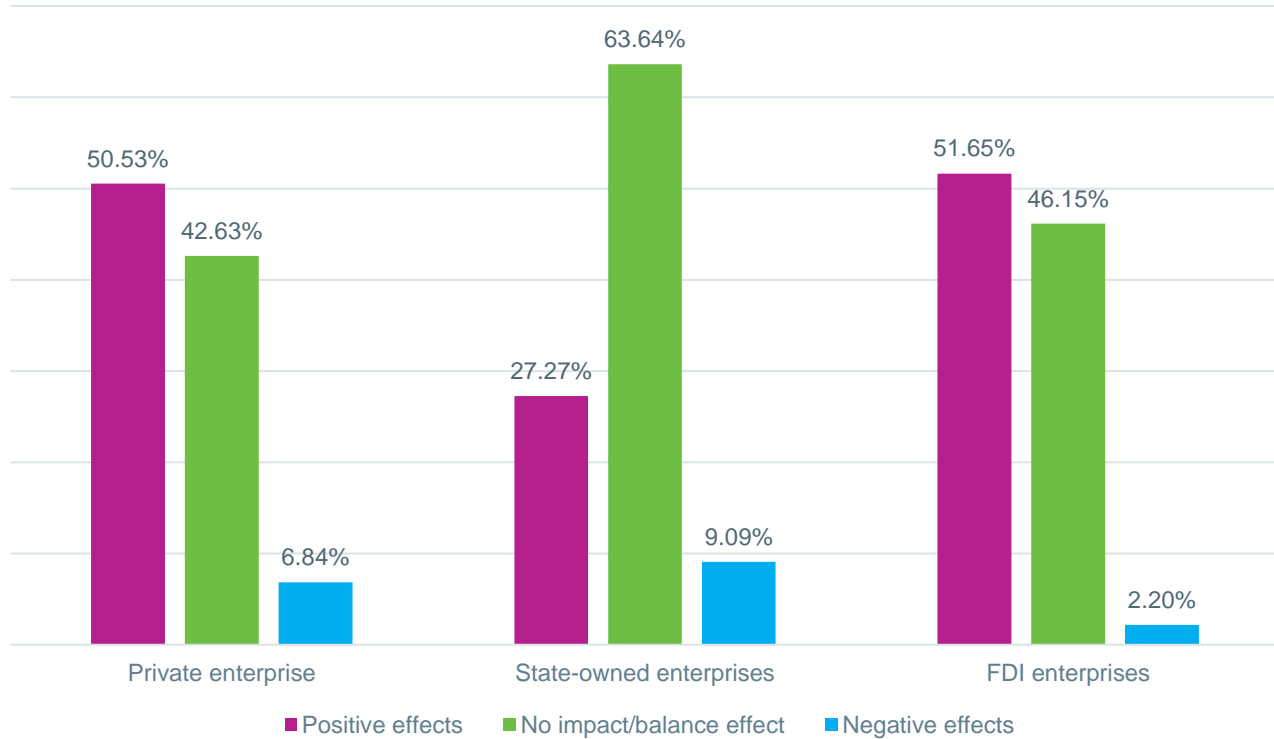
# How do businesses assess the CPTPP?



The CPTPP has a relatively positive but not great effect

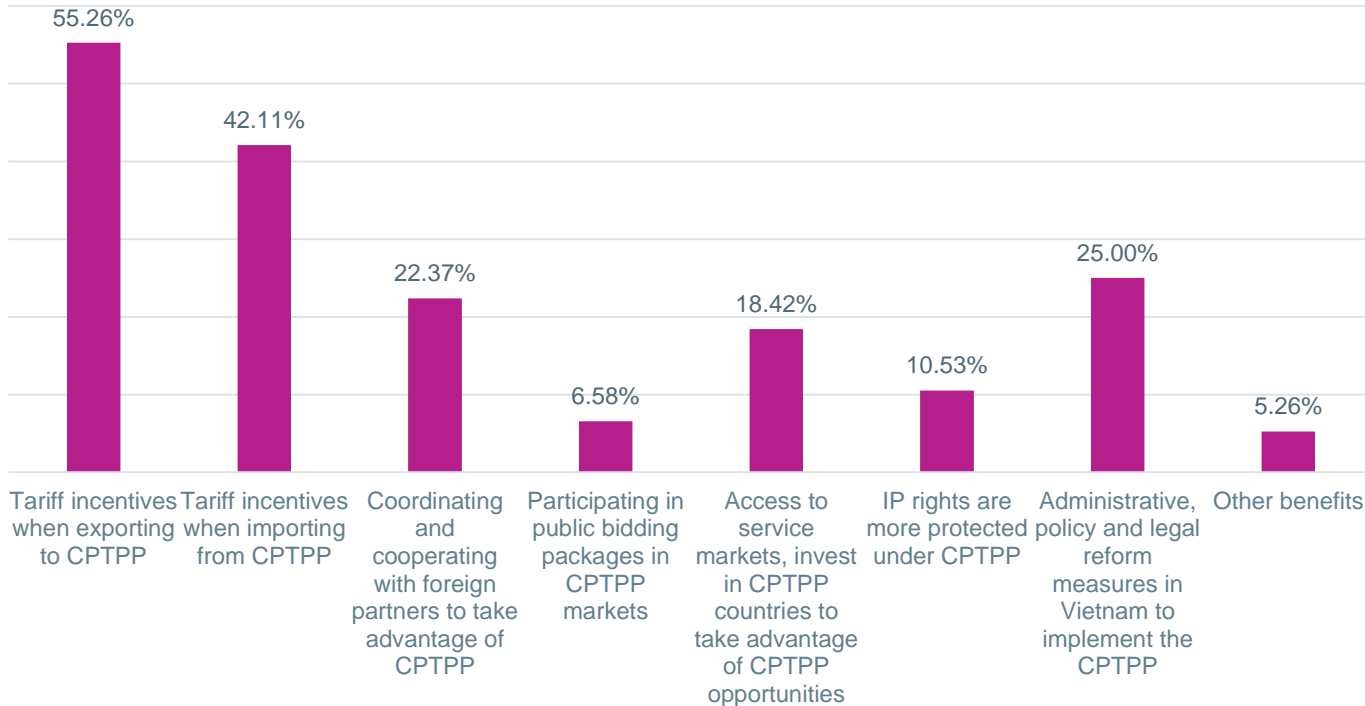
# How do businesses assess the CPTPP?

FDI and Private enterprises vs. State-owned enterprises



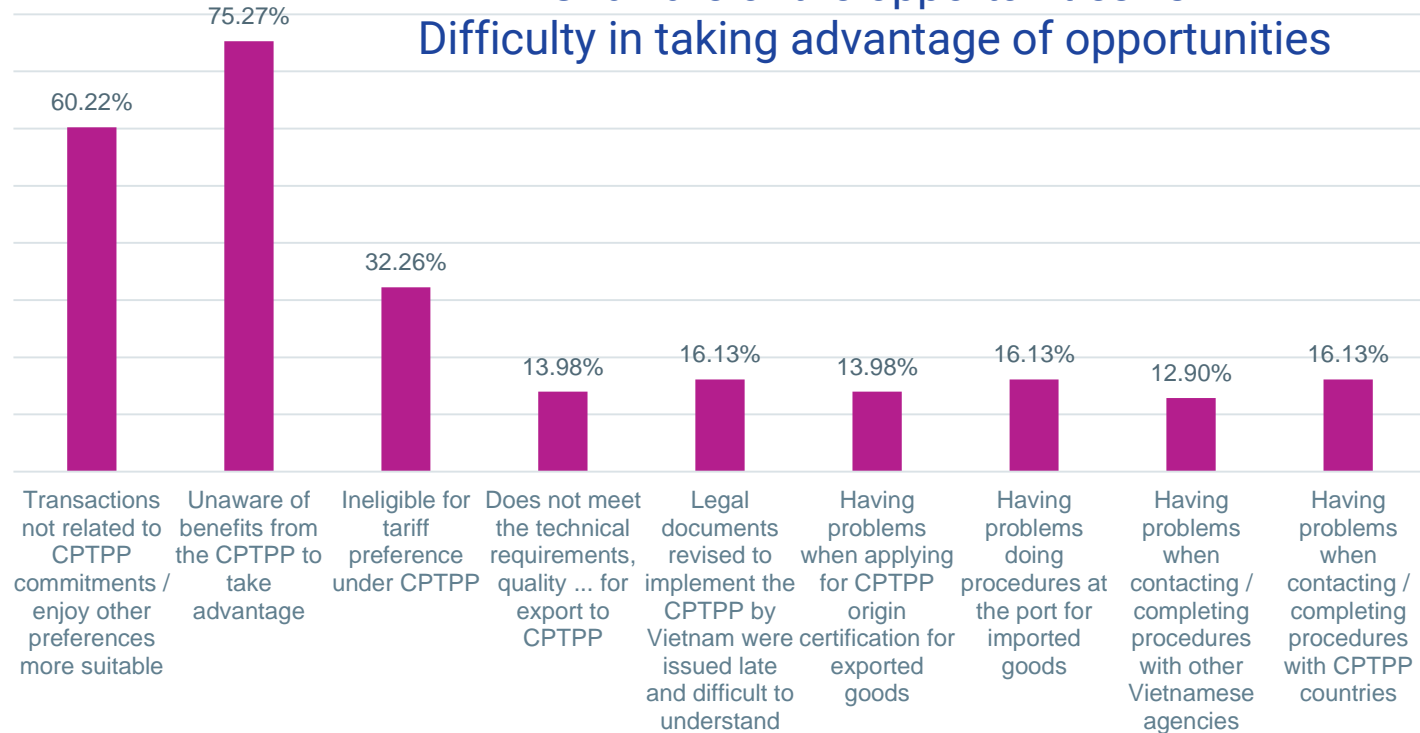
# How do businesses benefit from the CPTPP?

## Tariff benefits for Import/Export vs. Institutional Reform Benefits and Future Expectations



# What has prevented businesses from gaining benefits from the CPTPP?

Unaware of the opportunities vs.  
Difficulty in taking advantage of opportunities

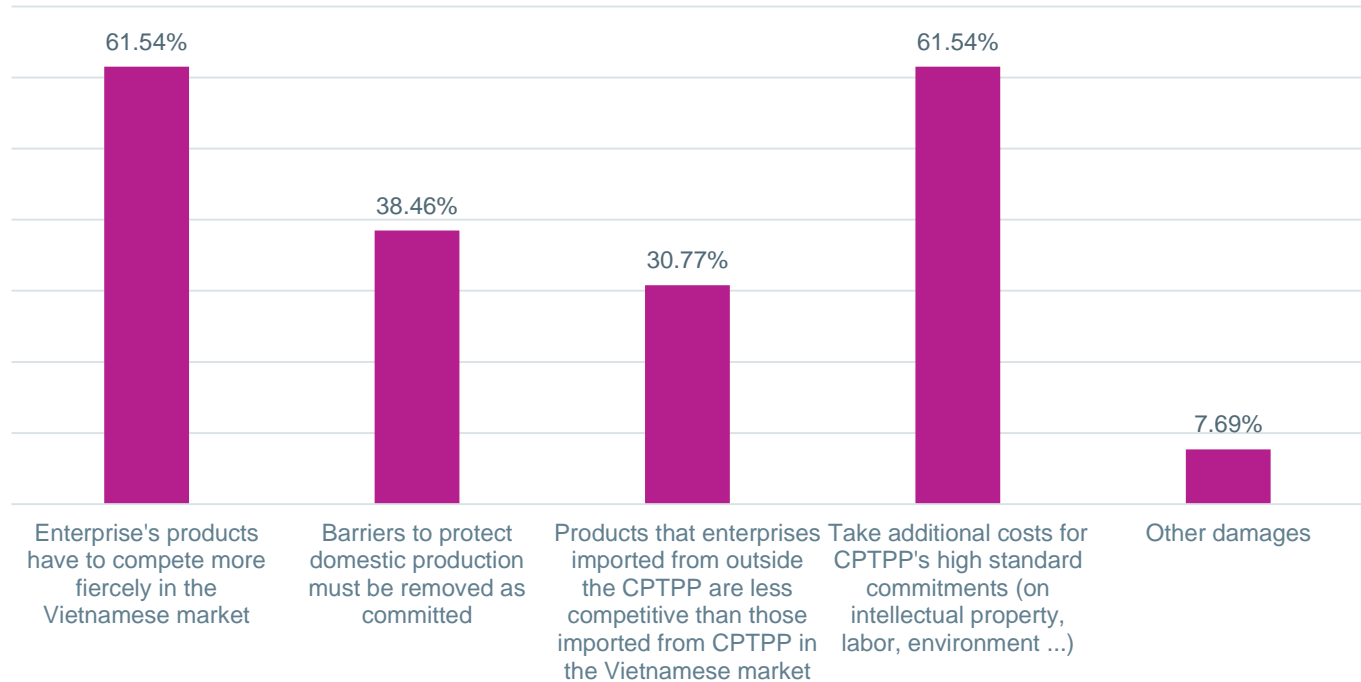




# What losses do businesses suffer from CPTPP?

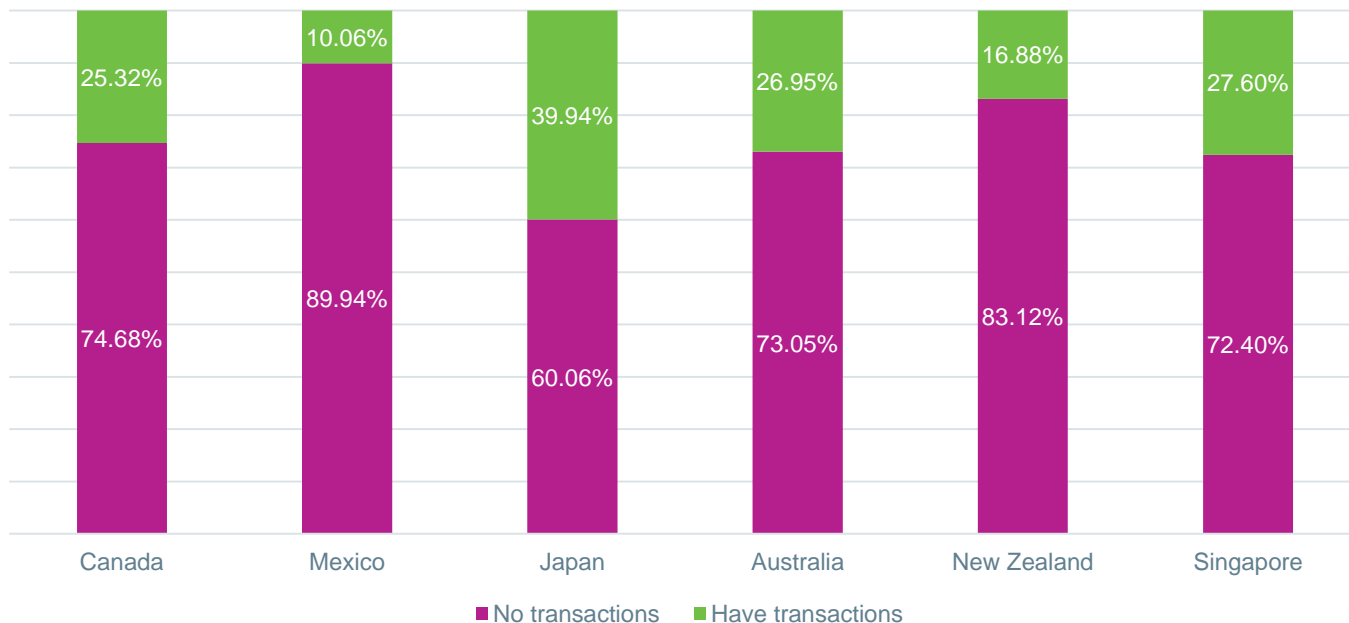


4% enterprises -  
Concerned about  
competition  
pressure and  
compliance costs



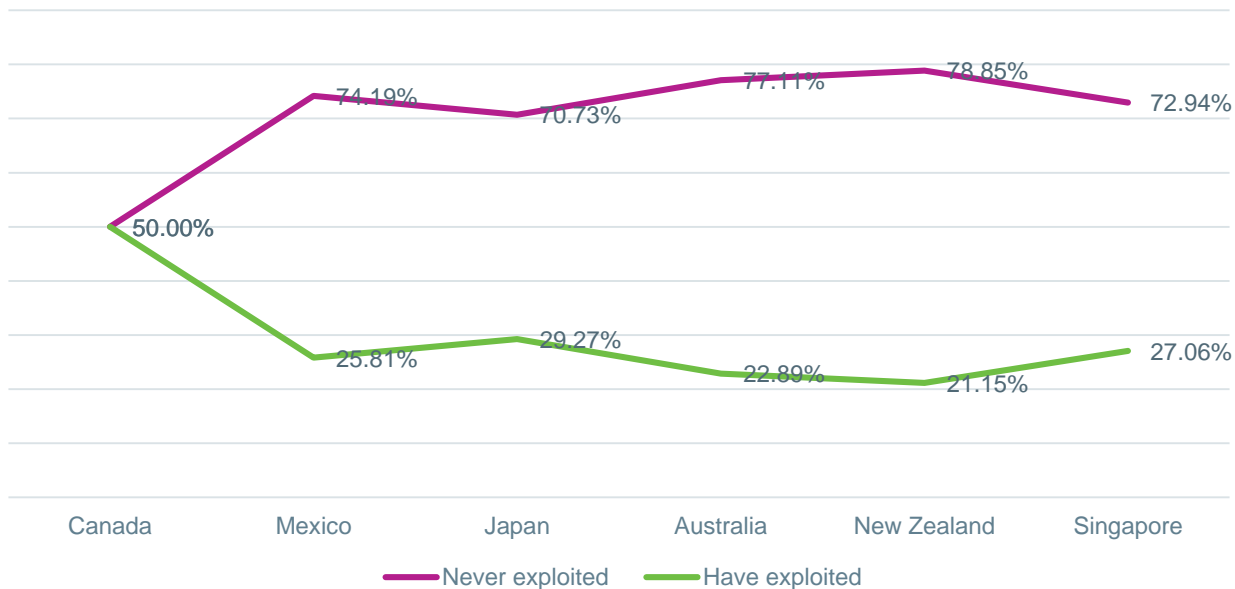
# How did the businesses import and export with the CPTPP partners?

Japan is the market with the closest tie



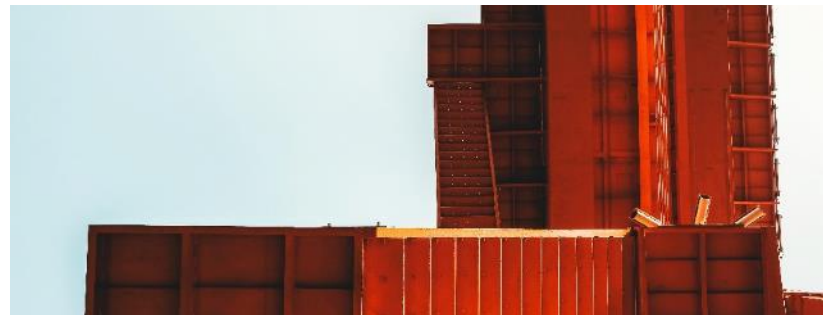
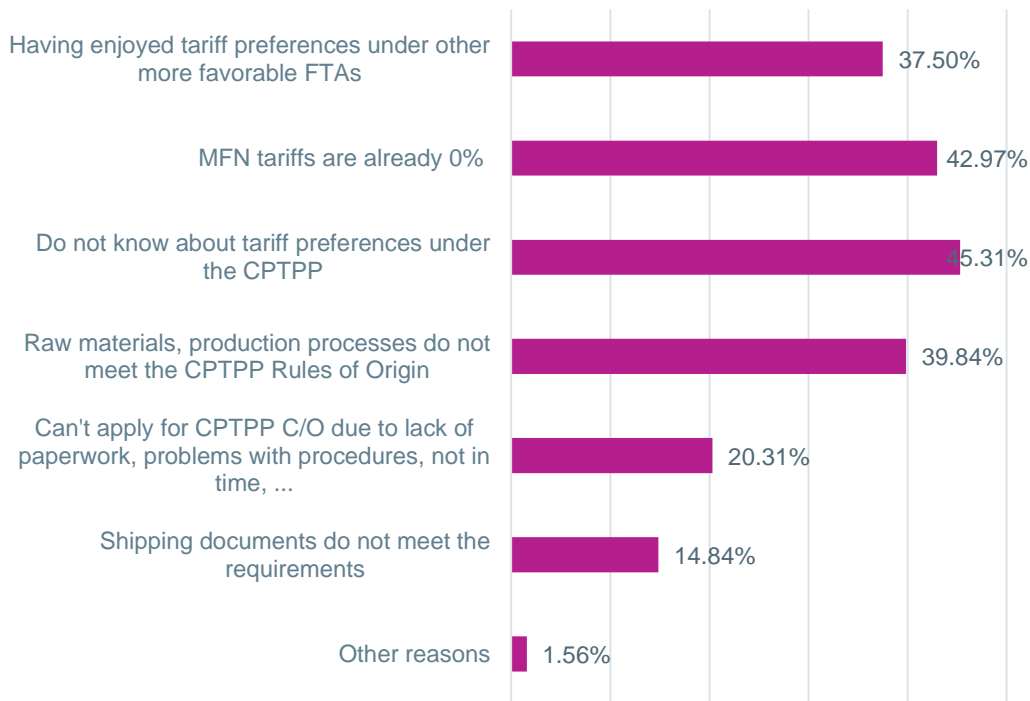
# How did the businesses IMEX with the CPTPP partners?

Canada is the market that the businesses has exploited the best



# Why have businesses not taken advantage of the CPTPP tariff preferences?

Less attractive CPTPP tariff preferences vs. Unaware of the CPTPP tax incentives

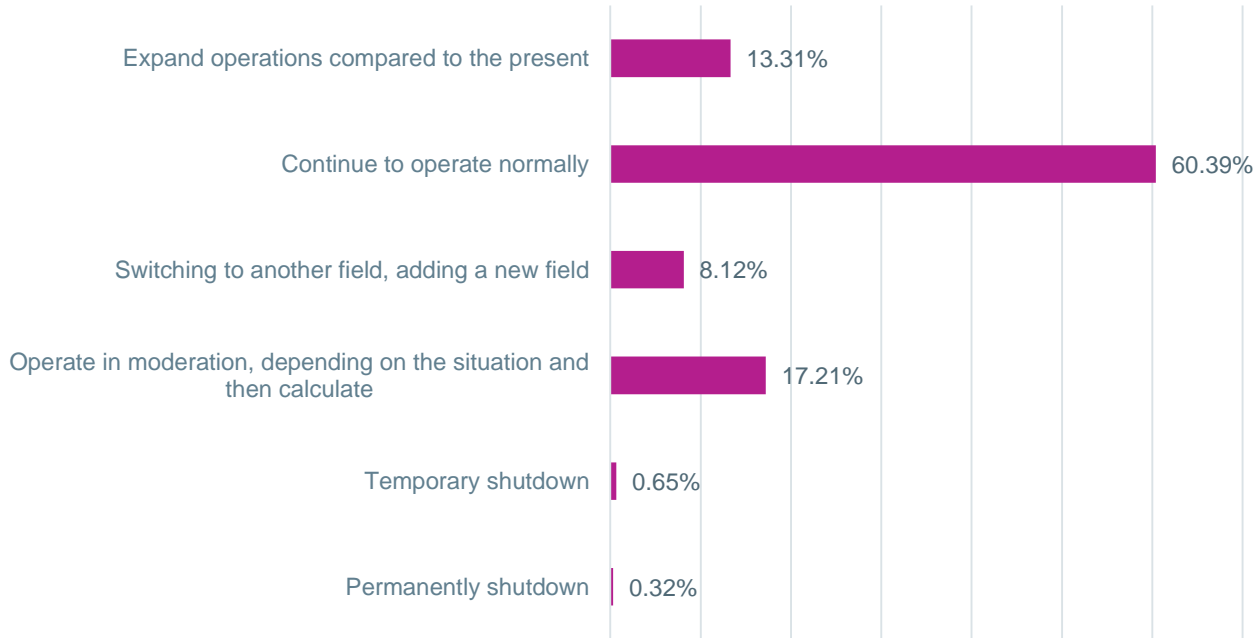


Country	The percentages of MFN tariff lines already 0%	Average MFN tariff rate in 2020
Australia	47,54%	2,53%
Canada	57,58%	2,69%
Mexico	55,02%	5,94%
Japan	38,23%	4,74%
New Zealand	58,35%	2,21%
Singapore	99,94%	0%
Vietnam	32,03%	11,86%



# Businesses in the post-COVID context and the effects of CPTPP-FTA?

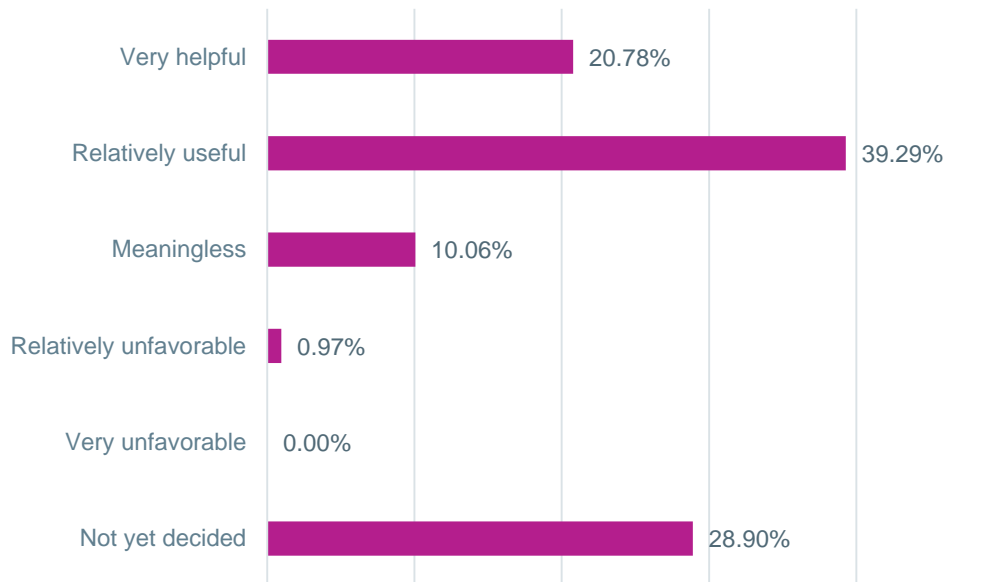
Cautious calm!



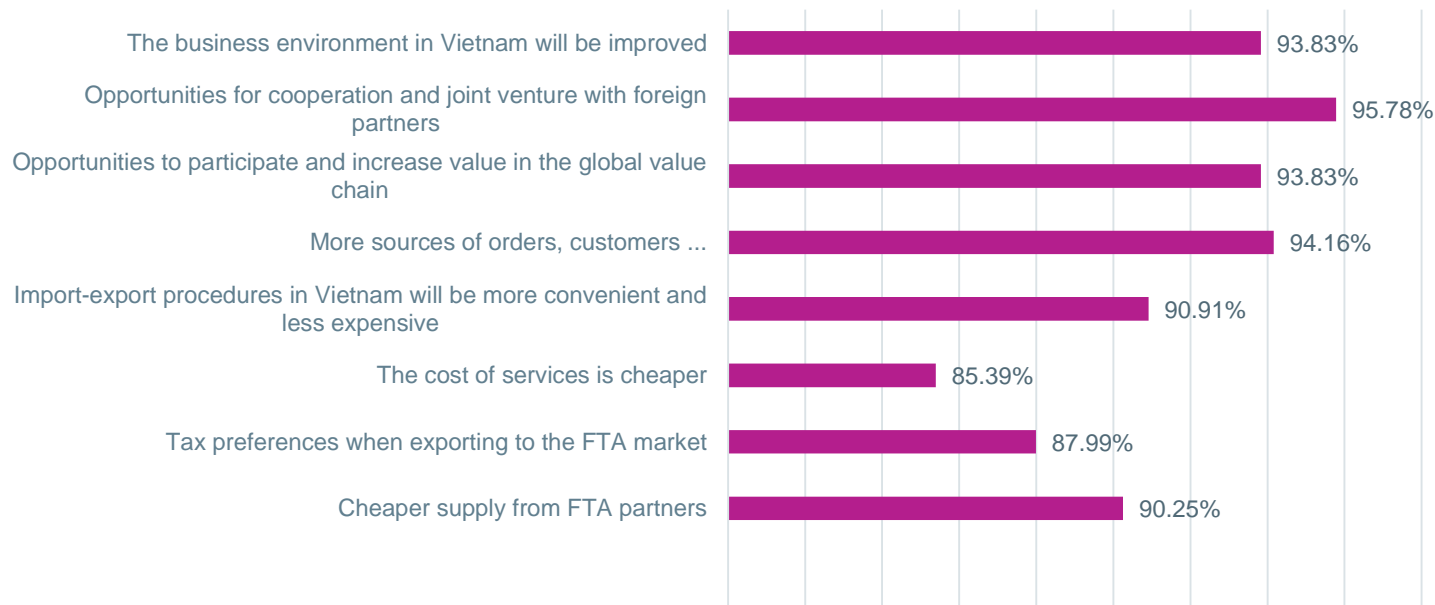


# Enterprises in the post-COVID context and the effects of CPTPP-FTA?

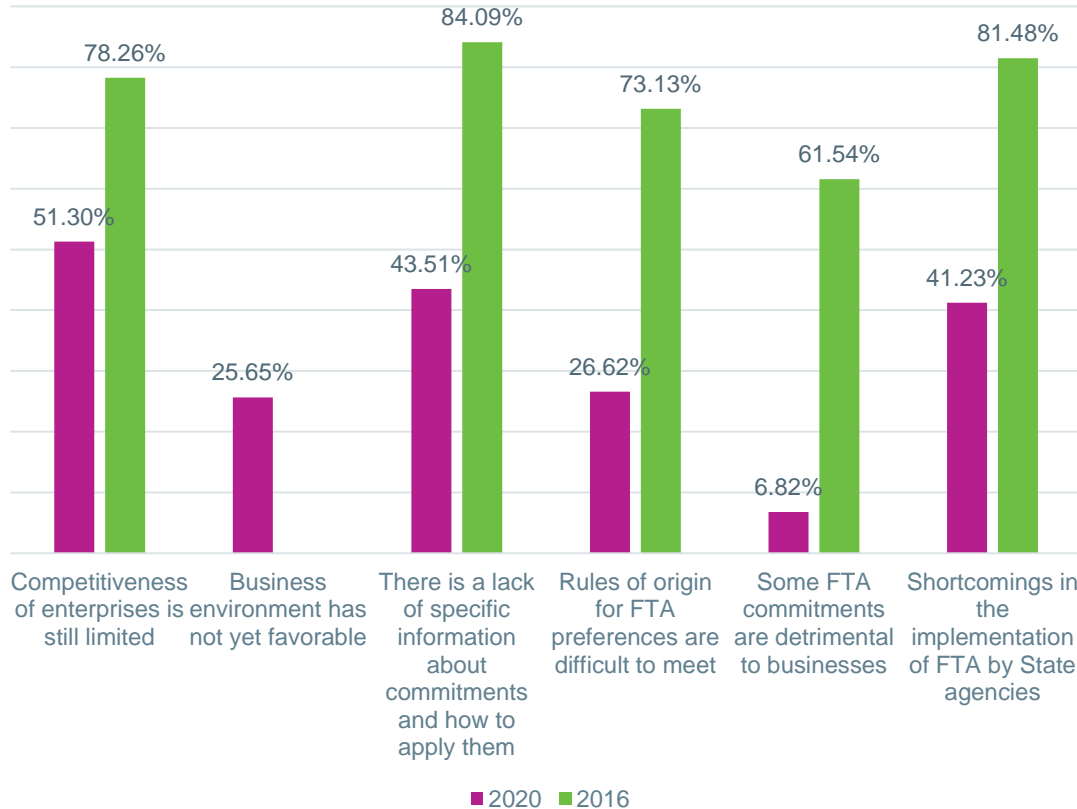
## CPTPP – FTA: Relatively useful



# What do businesses expect from the CPTPP - FTA in the future?



A lot of expectations!



## What do businesses expect from the CPTPP - FTA in the future?

Also a lot of concerns

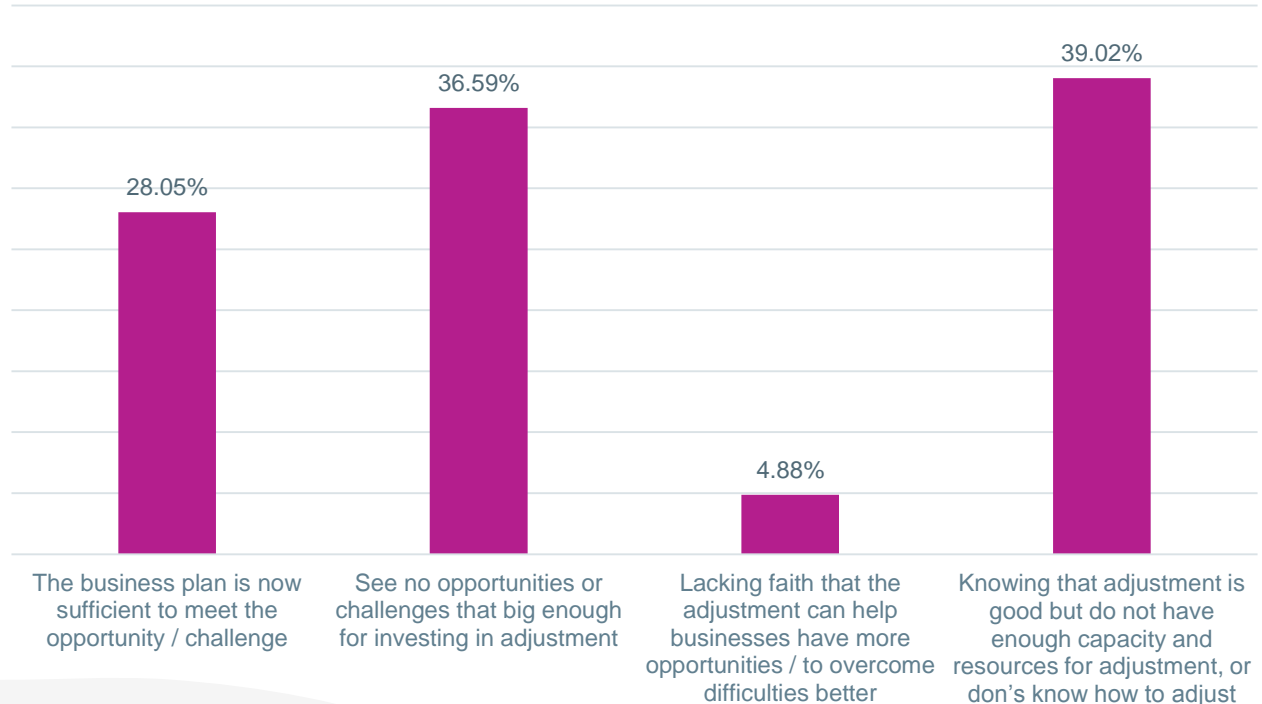
# What businesses plan to do to exploit the CPTPP- FTAs?

## Improve competitiveness first



# Why do businesses intend to do nothing to grab the CPTPP- FTAs?

Do not see the need to act  
vs.  
Incapable of doing anything



# 03

## Look to the future

# Recommendations for the Government

## 1. In the institutional works of implementing the CPTPP

- Review and evaluate impacts on enterprises
- Consult carefully when drafting



## 2. In the dissemination of information about CPTPP

### Topic

- Market opportunities, business linkage cooperation
- Detailed commitments, especially on tariffs, rules of origins

### Form

- Diverse
- Require specific guidance for regular and long-term reference

### Targeted businesses:

private enterprises,  
especially micro - small



# Recommendations for the Government



## Area

- ✓ Improve the competitiveness of businesses
- ✓ Trade promotion
- ✓ Market information, business connection



## Targeted businesses

Private enterprises, especially micro - small



# Recommendations for the businesses



## 1. Awareness and Activeness

- ✓ Private enterprises (super small and small): Actively explore opportunities and commitments
- ✓ SOEs: Proactively explore opportunities

## 2. Improve competitiveness

- ✓ Adjustment step by step
- ✓ Access to supports from the State, VCCI, Associations and organizations
- ✓ Private enterprises: improving the competitiveness of products, professional skills and management
- ✓ SOEs: flexibility, opportunities in the production chain



## 3. Cooperation with other businesses

- ✓ Cooperation in business
- ✓ Cooperation in macroeconomic activities

# Thank you

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