START UP ECOSYSTEM IN VIETNAM

VIETNAM INSTITUTE OF SCIENCE, TECHNOLOGY AND INNOVATION
Startup Ecosystem in Vietnam

- Government
- Investors
- Supporter
- Startup Entrepreneur
- Market
- Media
- Incubators
- Accelerator
- Co-Working Space
- Banks
- Angel investors
- Venture capitalists
- Personal investors
- Stock Market

Supporting Programs/Projects Supporting Policy

Supporting Programs/Projects

TV programs, Web, ...
FIGURE

- Programs
  (BIPP; First; 844; IPP, Project 939, Project 1665,...)
- ~ 2500 Startup
- 40 Incubator Centers/BA
- 40 Co-Working Space
- 205 Millions USD Investing value
- > 100 Events for Start up activity

Data

2018
• Strengthening regulatory framework for start-up activities:
  • Law on Support for SME enterprises 2017: refer to definition of Start up and government incentives for Start up.
  • Law on Technology Transfer 2017: refer to supports for commercializing technology from academy to market.
• Encouraging establishment of firms based on commercializing technology from universities/insititutes: Government Decree no.80/2007/ND-CP on development of technology based firms.
• Enhancing development of technology/business incubators: Circular No.15/2014 of Ministry of Science and Technology on establishing intermediate organizations of technology market.
• Regulating on investment for Start up: Government Decree No. 38/2018/ND-CP;
• Establishment of SME Development Fund (SMEDF)
Government Efforts - 2

- Launching national programs to promote start-up activities:
  1. **Program 844 on supporting start up ecosystem in Vietnam up to 2025**
     - Create a favorable environment and support for development of new businesses based on the exploitation of intellectual property, technology and new business models.
  2. **Program 939 on supporting woman’s start up (2017-2025)**
     - Raising women's awareness about starting a business; equip skill and knowledge to enhance competence of women in realization of business ideas;
  3. **Program 1665 on supporting student's start up (2017-2025)**
     - Promote the entrepreneurial spirit and equip knowledge and skills on entrepreneurship for students; Creating a favorable environment to support students in turning innovative ideas, start up projects into practice.
Some Problems

- Still lack of full understanding about start up activities from administrative agencies (central and local levels) and public as well: Start up becomes hot trend booming everywhere but a real achievement is very limited.
- Very few business starting up based on technology/Patent
- Still lack of infrastructure to support students testing innovative ideas (ie: experiment shop)
- Implementation of some supporting policy for start up conflict with other policies or regulations/laws in other management areas (ie: tax, credit incentives for start up; ownership of technology/equipment originated from government-granted project,...)
Recomendations

• More efforts from government to raise awareness and more understanding on start up activities for government agencies and public
• Need to change policy and support from government for R&D activities at university and research institute; pay more attention to possibility of commercializing results.
• Need to develop training curriculum on entrepreneur/start up for student at university
• More investment (PPP mechanism) to build basic infrastructure for testing, practicing innovative ideas or infant technology developed by young people.
• Revise Law or regulations of other economic areas to harmony with regulatory framework for start up and innovation activities.
THANK YOU FOR YOUR ATTENTION!