



KHANH HOA PROVINCIAL PEOPLE'S COMMITTEE



KHANH HOA
A SUCCESSFUL DESTINATION

2 0 2 0

KHANH HOA MAP



PART 1: OVERVIEW OF KHANH HOA PROVINCE

I. NATURAL CONDITIONS



Khanh Hoa is a southern coastal province of Central Vietnam with natural area of 5,217.6 km². The coast is 385 kilometers long with three famous bays of Nha Trang, Cam Ranh and Van Phong.

Khanh Hoa is located in a strategic position due to its proximity to the international marine route, with Doi Cape in Hon Gom peninsula (Van Phong Bay). Khanh Hoa is the easternmost point of Indochina peninsula with Cam Ranh International Port (located in Cam Ranh Bay) and is the gateway to the East Sea.

Khanh Hoa enjoys monsoon tropical, moderate climate, fewer storms, floods and natural disasters with an average annual temperature of 26.5°C. There are more than 300 sunny days in a year. The rainy season falls in October and November with average annual rainfall of around 1,030 mm.

The population of Khanh Hoa has reached over 1.28 million people, including nearly 800,000 people of working age. In 2019, GRDP growth rate reached 6,99% compared with that in the same period, per capita income: 3,000 usd. Economic structure has shifted towards tourism - service, industry and agriculture.

Khanh Hoa province comprises 9 administrative units, including: 2 cities (Nha Trang, Cam Ranh), 1 county town (Ninh Hoa) and 6 districts (Van Ninh, Dien Khanh, Khanh Vinh, Khanh Son, Cam Lam and island district of Trung Sa). In particular, Nha Trang city is a major tourist center of Vietnam, striving for beach tourism city of international stature.

Bird's nest and agarwood are the two rare products that the nature bestows on Khanh Hoa province.

Source: Internet



Nha Trang Bay

- Nha Trang Bay was recognized and ranked as one of the 29 most beautiful bays in the world in 2003.
- Nha Trang city was the site hosting the final round of Miss Universe 2008 successfully.
- Nha Trang city was ranked on the list of top ten tourist destinations in Asia in 2016
- Nha Trang City has Vinpearl Land with cable-car system, the longest sea-crossing cableway in the world. Vinpearl Sky Wheel is on the list of top 10 highest wheels in the world. Nha Trang Observatory is the first one in Vietnam.
- A venue successfully hosted the International Science Conference on Sustainable Development of Marine Economy 2015 and APEC 2017 Conference - SOM 1

Cam Ranh Bay

- The best natural bay in Southeast Asia where converges favorable natural conditions for the development of seaports and tourism services.
- Cam Ranh International Port is one of the largest seaports in Vietnam, receiving ships of 110,000 DWT. In addition, Cam Ranh Military Port is known by the world great powers, such as Russia, Japan and the USA as a strategic military port.
- Cam Ranh International Airport is the port with the fourth largest passenger transport capacity in Vietnam
- Cam Ranh City has Bai Dai tourist spot famous for more than 40 tourism resort projects & 5-star condotel projects with golf courses, casinos and urban areas.

Van Phong Bay

- The place with the leading potentials in Asia to develop eco-tourism, attracting a lot of tourists in the world.
- Van Phong Bay has an average depth of 15-22m. Some areas have a depth of more than 30m. It is airtight and convenient to build an international transit port.
- The Northern Van Phong area is planned for an administrative-economic zone, which will create a positive effect to promote and develop local and regional economy and it is expected that it will get a remarkable growth in the future.
- Thanks to its own investment incentive policies, Van Phong economic zone attracts potential investors.

Source: Internet

II. ECONOMIC GROWTH

1. STRUCTURE OF ECONOMIC SECTOR IN 2019



2. EXPORT - IMPORT IN 2019

+ Export turnover:

USD 1,490 million

Major export commodities:

Aquatic products, ships, textile and garments.

Main export markets: USA, China, Australia.

+ Import turnover:

USD 850 million

Major import commodities:

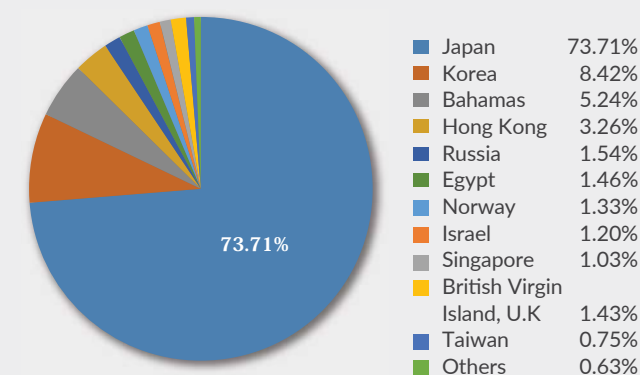
steel materials, machinery, equipment and accessories, aquatic products, raw tobacco materials and cigarette auxiliary materials.

Main import markets: China, Korea and Japan.

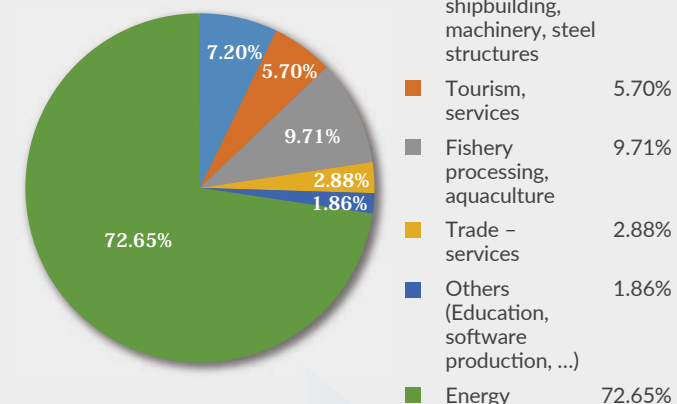
3. FDI PROJECTS (ACCUMULATIVE): 97 PROJECTS

Total registered FDI capital (accumulative): USD 3,600 million

FDI in Khanh Hoa by countries



FDI in Khanh Hoa by sector



III. SOCIAL – ECONOMIC INFRASTRUCTURE

1. TRANSPORTATION

a. Roadway: Connecting neighboring provinces and Central - Highlands region through National Highways No.1A, 26 and 27C, Ca pass tunnel.

b. Railways: North-South railway runs across the whole length of the province and Nha Trang railway station is one of the biggest one, ensuring goods and passenger transportation to other locations nationwide.

c. Seaways: Khanh Hoa has 3 airtight and deep bays which are close to International Maritime Route; hence it is regarded favourable to facilitate development of seaports and transportation routes for trading goods to other seaports nationwide and worldwide.



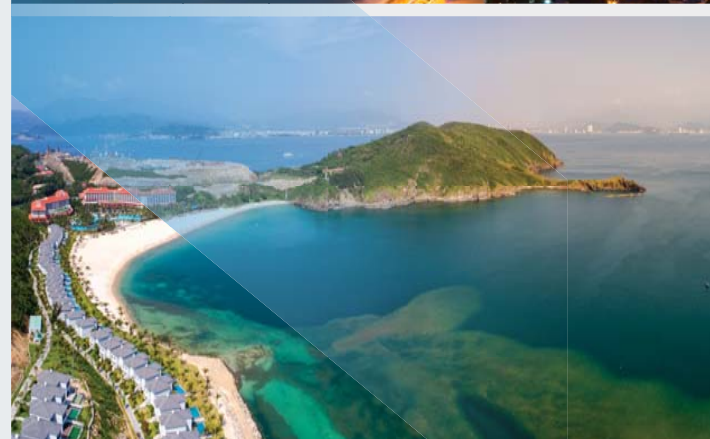
Source: Vinpearl Land

c. Seaways: (continued)

- **Nha Trang Tourist Port** (30,000 DWT)
6 km from the center of Nha Trang city
- **Cam Ranh International Port** (110,000 DWT)
27 km from the center of Nha Trang city
50 km from Nha Trang city
- **Ports under construction:**
- + Northern Van Phong General Port (50,000 DWT)
- + Southern Van Phong General Port (70,000 DWT)

d. Airways:

- **Cam Ranh International Port**
- + 10 km from Cam Ranh city to the North
- + 35 km from Nha Trang city to the South
- + Capacity: more than 85 flights/day (including around 55 international flights/day)
- + **International passenger terminal to be completed and put into operation:**
- + Total investment capital: VND 4,000 billion.
- + Progress: Phase 1 has been completed and put into operation since July 2018 with a capacity of 2.5 million passengers per year and will have reached a capacity of 8 million passengers per year by 2030.



Source: Vinpearl Land

The number of passengers via Cam Ranh International Airport

Unit: person

	2013	2014	2015	2016	2017	2018	2019
Total number of visitors	1,491,000	2,062,000	2,723,000	4,858,000	6,413,000	8,400,000	10,000,000
Foreign visitors	364,000	585,000	891,000	2,242,000	3,649,000	5,300,000	6,440,000

Source: Cam Ranh International Airport

2. WATER, POWER SUPPLY, COMMUNICATIONS

Power supply

Khanh Hoa uses power source from the national power network with strongly developed power grid; as of 2019, provincial electricity sales reached 2,52 billion kWh, Pmax=300MW. Major power supply sources generate from 2 hydro power plants and Nha Trang transformer station 220/110/22KV with capacity of (125+250) MVA, Pmax=278MW, meeting investors' power demand for production and business activities.

Water supply

Areas beyond Van Phong Economic Zone: 05 water supply plants with total capacity of 91,000 m³/day. By 2020, there will have 9 plants operating with capacity reaching 173,500 m³/day in the province.

Area in Van Phong Economic Zone: 04 retention basins including Dong Dien basin (95 million m³) Đa Ban basin (70 million m³), Hoa Son basin (19 million m³) và Tien Du basin (9 million m³); 02 water supply plants: Northern Van Phong and Southern Van Phong plants.

Communications

Khanh Hoa uses modern electronic switchboard system, all districts are equipped with digital switchboards; telephone networks, mobile cellular services telephone and internet access network have covered 100% of communes.

3. ECONOMIC, INDUSTRIAL ZONES, INDUSTRIAL CLUSTERS

In operation:

- Van Phong Economic Zone with total area of 150,000 ha consists of about 70,000 ha of land and 80,000 ha of water surface. Currently, the zone has attracted 158 projects (including 29 FDI projects) with total investment capital of USD 4.1 million, creating job opportunities for more than 6,000 people.
[Website: http://vanphong.khanhhoa.gov.vn](http://vanphong.khanhhoa.gov.vn)
- Suoi Dau Industrial Zone with an area of 136 ha, occupancy rate: 93.39%, [website: http://www.sudazi.com.vn](http://www.sudazi.com.vn)
- Ninh Thuy Industrial Zone with an area of 207.9 ha, occupancy rate: 28%, [website: www.ninhthuyip.com](http://www.ninhthuyip.com)
- Dien Phu Industrial Cluster with an area of 43.8 ha, occupancy rate: 100%
- Dac Loc Industrial Cluster with an area of 36.3 ha, occupancy rate: 100%
- Song Cau Industrial Cluster with an area of 40 ha. Infrastructure has been completed and available for investment
- Trang E 1 Industrial Cluster with an area of 35.2 ha. Infrastructure has been completed and it is calling for investment
- Dien Phu -VCN Industrial Clusters with an area of 25 ha. Infrastructure has been completed and it is calling for secondary investment

Infrastructure being under construction:

- Trang E 2, 3 Industrial Clusters: Infrastructure is under construction
- Dien Tho Industrial Cluster with an area of 35 ha is in the process of going through procedures for investment

Industrial zones calling for investment:

- Southern Cam Ranh Industrial Zone (350 ha)
- Southern Cam Ranh Industrial Zone (350 ha)
- Doc Da Trang Industrial Cluster (60 ha)
- Ninh Tinh Industrial Development Zone (550 ha)
- Ninh Hai Industrial Complex (242 ha)
- Cam Thinh Dong Industrial Cluster (40 ha)
- Tan Lap Industrial Cluster (40 ha)
- Ninh Xuan Industrial Cluster (40 ha)
- Son Binh Industrial Cluster (18 ha)



Source: Cam Ranh International Airport

4. TOURISM – SERVICES

Khanh Hoa is a major tourist center of the country with many historical and cultural relics with unique architectures, such as Thap Ba Ponaga cultural relics, Long Son Pagoda, the Cathedral - Mountain Church, Dien Khanh ancient citadel,... and traditional festivals, such as Sea Festival, Thap Ba festival, fishing festival, Bird's nest festival, etc.

MAJOR TOURIST CENTER NATIONWIDE

Five star hotels & resorts: Vinpearl Discovery Nha Trang, Vinpearl Nha Trang Bay Resort & Villas, Vinpearl Luxury Nha Trang, Vinpearl Nha Trang Resort, Mia Resort Nha Trang, Amiana Resort, Evason Ana Mandara Nha Trang Resort, Diamond Bay Resort & Spa, Six Senses Ninh Van Bay Resort, Sunrise Nha Trang Beach Hotel & Spa, Best Western Premier Havana Nha Trang Hotel, Sheraton Nha Trang Hotel & Spa, Intercontinental Nha Trang Hotel, Muong Thanh Luxury Nha Trang, Duyen Ha – Cam Ranh, Fusion Nha Trang, Cam Ranh River Beach Resort & Spa, Champa Island Resort, The Anam resort, Vinperial Resort & Spa Long Beach Nha Trang, Diamond Bay Hotel, Swandor Hotel & Resort Cam Ranh, Citadines Bayfront Nha Trang, Vinpearl Condotel Empire Nha Trang.

18 to 27 hole international standard golf course: Vinpearl golf Nha Trang, Diamond Golf Nha Trang, KN Golf Links Cam Ranh.

Hot spring resort: 100 Egg Theme Park, I-resort Hot Mineral Springs, Thap Ba Hot Mineral Spring.

Trade center & supermarket: Nha Trang Center, Vincom Plaza Nha Trang, Vincom Plaza Tran Phu, Lotte, Vinmart Nha Trang, Metro, Big C, Aeon-Citimart, Co.opmart Nha Trang, Co.opmart Cam Ranh, Khanh Hoa Center.



Source: Internet

No.	Descriptions	Unit	2014	2015	2016	2017	2018	2019
1	Tourism turnover	Billion dong	9,200	11,200	13,000	17,000	20,524	27.100
2	Number of visitors	Thousand person	3,600	4,000	4,500	5,430	6,300	7.200
	Foreign visitors	Thousand person	840	950	1,200	2,022	2,800	3.600
3	Number of tourist rooms							
	5 star	Room	1,300	3,800	6,300	7,337	11,244	12.336
	4 star	Room	1,900	3,000	2,900	3,409	4,019	3.978
	3 star	Room	3,200	3,800	4,100	4,323	4,765	2.672



Source: Minh Hoa

5. EDUCATION - TRAINING

Thanks to existing training facilities and diversified types of training, Khanh Hoa province meets the demand of training human resources for investors.

Research institutes: Pasteur Institute, Institute of Vaccines, Institute of Oceanography, Research and Aquaculture Institute III.

Universities and institutes: Khanh Hoa University, Nha Trang University, University of Communication and Information, Pacific Ocean University, Ton Duc Thang University, Ho Chi Minh City Open University, Naval Academy, Air Force Officer Training School.

Colleges: Medical College, Nha Trang National College of Pedagogy, Nha Trang Vocational Training College, Nha Trang Tourism Vocational College, Nam Viet International College, Vietnamese-American Vocational Training College.

Over 40 vocational training institutions.

Singapore Vietnam International School (SVIS).

6. HEALTH

Hospitals: Khanh Hoa General Hospital, Vinmec Nha Trang International Hospital, Sai Gon – Nha Trang Eye Hospital, 22/12 hospital, Military Hospital 87, Tam Tri Nha Trang General Hospital.

Private Polyclinic: Tin Duc, Phuc Sinh, Medic, Olympia Polyclinic and Family Doctor.

7. BANKS AND INSURANCE

Banking system: Vietcombank, BIDV, ACB, VIB, HD Bank, MB Bank, Eximbank, Sacombank, Dong A Bank, Vietinbank, Agribank, Nam A Bank, Petrolimex...

Insurance system: Prudential, AIA, AAA, Bao Viet, Bao Minh, Nhan Tho...

8. URBAN AREAS

Nha Trang city: An Viên urban area, My Gia urban area, Vinh Diem Trung urban area, Phuoc Long urban area, VCN Phuoc Hai urban area, Le Hong Phong II urban area and VCN Phuoc Long 1 urban area.

Cam Ranh: Golden Bay Bai Dai Cam Ranh urban area.

Dien Khanh district: Nha Trang Pearl urban area.

IV. DEVELOPMENT OBJECTIVES AND ORIENTATIONS

1. OBJECTIVES

Khanh Hoa province strives to become a first-class, centrally-controlled city by 2025 with a system of civilized and modern technical and social infrastructure with good living environment and a tourist city of international stature.

2. DEVELOPMENT ORIENTATION TO THE YEAR 2020

Mobilizing all resources on marine economic development in 3 key areas:

1. Building up Nha Trang city to be a nuclear city, forming high-class commercial, financial-banking and tourist centers of the region and the country; building general service centers; information services, technical and market consultation, hotel services, restaurants, tourism; focusing on developing marine economy: seaport tourism services, services - island and sea tourism, fisheries and aquaculture economics.

2. Building up Cam Ranh Bay area to be a dynamic economic center in the South of the province, focusing on developing high-class tourism, shipbuilding industry, renewable energy industry and international maritime-aviation services, island and sea tourism, aquaculture and seafood processing.

3. Van Phong Economic Zone:

- Planning to build up Northern Van Phong area to become Northern Van Phong special economic zone, focusing on developing sectors including trade and financial centers, seaports and logistics, high-class tourism services, modern information technology, high-tech in the region and the world with favorable investment incentive policies and mechanism to promote the local, regional and national development.

- Developing Southern Van Phong area into an industrial center with regard to seaports, attracting key industrial projects such as refinery and petrochemical, electricity, shipbuilding, maritime transport services and auxiliary industries together with projects of urban areas, services-tourism, serving as driving forces for the development of Van Phong Economic Zone and the whole province.

3. ECONOMIC DEVELOPMENT TARGETS BY 2020

Annual growth rate (GRDP)	7.5 – 8.0%
GRDP per capita	USD 3,200 per year
Economic structures	- Service: 39.28% - Industry - construction: 34.33% - Agriculture, forestry, aquaculture: 9.87% - Import tax, product taxes (minus subsidies): 16.52%
Export turnover	USD 2 billion
Tourism turnover	Over USD 3 billion
Total number of visitors	8.5 million visitors (including 3.5 foreign visitors)



Source: Van Phong Economic Zone

INTRODUCTION TO VAN PHONG ECONOMIC ZONE

1. LOCATION, CHARACTERISTICS

- Van Phong economic zone is located in the North of Khanh Hoa province, about 30 km from Nha Trang city to the North; established under Decision issued by the Prime Minister with a total area of about 150,000 hectares (70,000 hectares of land and 80,000 hectares of water surface) in Van Ninh district and Ninh Hoa town, Khanh Hoa province, in the South Central Coast of Vietnam.

- Van Phong economic zone is planned with a vision to 2030 as follows:

+ Van Phong economic zone is a multi-sector economic zone. In particular, international container transshipment port, refinery and petrochemical industry, oil and petroleum product transshipments play a key role in association with development of tourism, services, industry and aquaculture and other economic sectors.

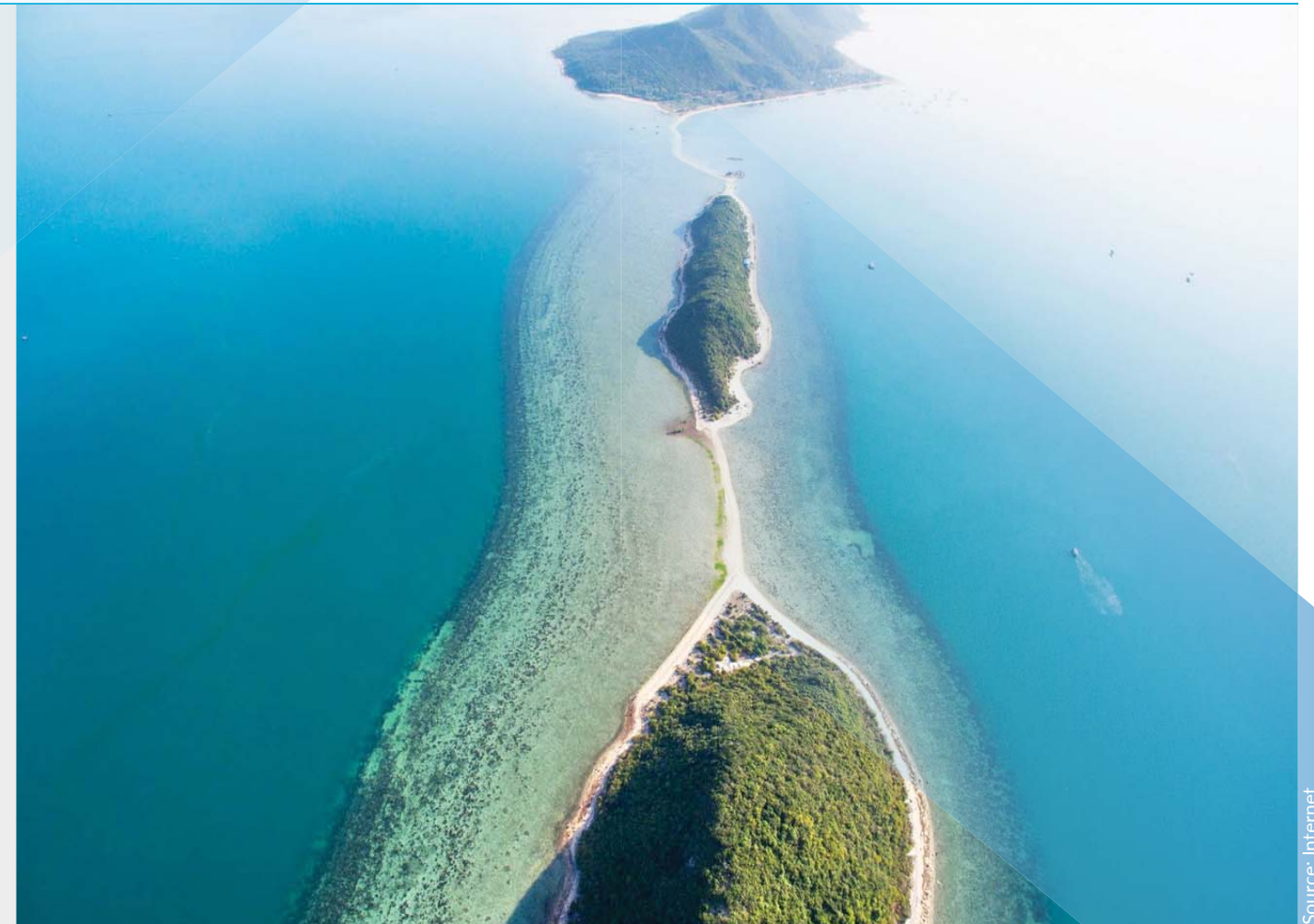
+ As the economic center of Khanh Hoa province, Van Phong economic zone plays a leading role in attracting investment and is a driving force for economic development for the neighbouring areas and the whole country.

2. ADVANTAGES OF VAN PHONG ECONOMIC ZONE:

- As there is a large area, located at the easternmost point in mainland of Vietnam and Indochina Peninsula, the zone is closest to international maritime routes. This location is also an open door to the East Sea of Central Highlands and Indochina Peninsula to develop the East-West and North-South economic corridors.
- It is advantageous to possibility of connecting transport infrastructure with important national transport systems, such as National Highway 1 and North-South railway through the Economic Zone; being able to get access to domestic (Tuy Hoa, Phu Yen province) and international (Cam Ranh) airports with a reasonable distance from 35-65km.
- The planning of the Economic Zone has been carried out synchronously in combination with industrial and service development and development of coastal urban areas. Infrastructure for transportation, electricity, water, telecommunications, resettlement areas, hospitals, schools, tourist resorts, human resources can basically meet the requirements of investors. The State is responsible for site clearance to allocate land to investors.
- Investors are supported to proceed with favorable investment procedures at only one management organization, saying Van Phong Economic Zone Management Unit.
- Enjoying the highest preferential policies on corporate income tax, import tax, exemption from land rent... and other supports in comparison to other areas beyond the economic zone.
- Diversified marine, island ecosystems and a temperate climate have facilitated the development of tourism, relaxation, recreation, entertainment, living and working
- A number of large-scale and dynamic industrial projects have been invested, such as: Shipyard, Thermal power plant of Sumitomo Corporation, Petrochemical Refinery Complex of JX Nippon Oil Corporation; Southern Van Phong General Port, Northern Van Phong General Port, Ninh Thuy Industrial Zone, etc.



Source: Van Phong economic zone



Source: Internet

3. SPATIAL ORGANIZATION FOR ECONOMIC DEVELOPMENT

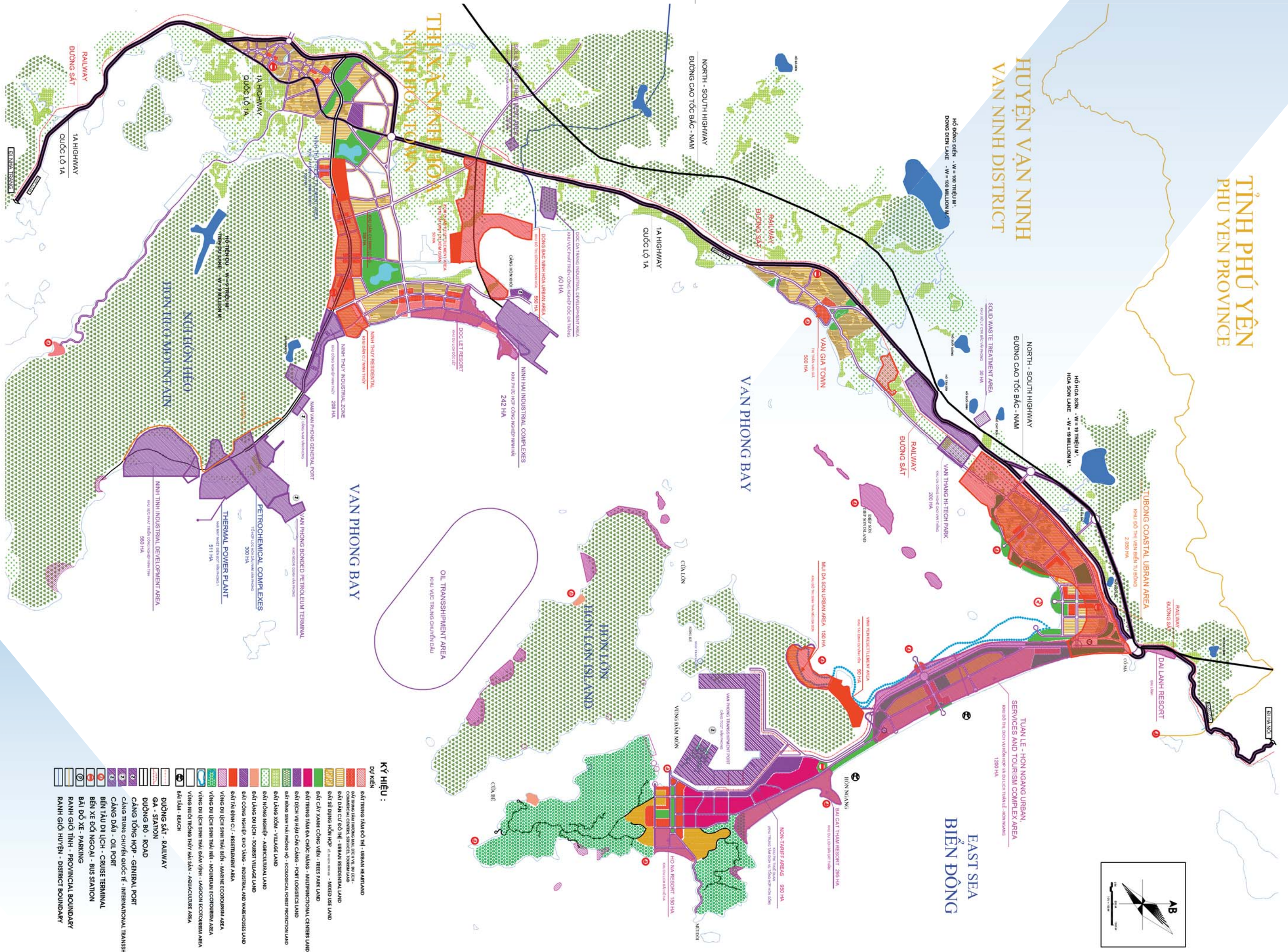
Van Phong economic zone consists of two areas: Southern Van Phong and Northern Van Phong.

3.1 Southern Van Phong area (in Ninh Hoa town): planned to be an industrial center, including: seaports, industrial complexes (electricity, shipbuilding, oil refinery and petrochemical, auxiliary industries...), industrial zones, bonded petroleum terminal in combination with development of urban areas, tourist services, entertainment resorts, which are considered supportive factors.

Southern Van Phong area focuses on attracting investment in industries including: concentrated industrial zones and clusters, such as: production of energy equipment (electric motors, generators and electric vehicles...); manufacturing household appliances; electrical and electronic equipment; garment; processing agricultural, forestry and aquatic products and foods; petrochemical industry, oil refining; manufacturing building materials; shipbuilding industry; mechanical industry, manufacturing, assembling, marine equipment... and other industries suitable to the proposal of investors.

3.2 Northern Van Phong area (in Van Ninh district): planned to be Northern Van Phong economic and administrative zone in order to generate a driving force for local, regional and national development.

GENERAL PLANNING ON VAN PHONG ECONOMIC ZONE 2020 AND DEVELOPMENT ORIENTATION OF VAN PHONG ECONOMIC ZONE BY 2030



TỈNH PHÚ YÊN
PHU YEN PROVINCE

HUYỆN VĂN NINH
VAN NINH DISTRICT

Hồ Ông Quyền - W = 100 triệu m.³
Đông Bình Lake - W = 100 MILLION M.³

Hồ Hoa Sơn - W = 19 triệu m.³
HỒ SƠN LÂM - W = 19 MILLION M.³

NORTH - SOUTH HIGHWAY
ĐƯỜNG CAO TỐC BẮC - NAM

VAN PHONG BAY

RAILWAY
ĐƯỜNG SẮT

VAN GIA TOWN
500 HA

QUỐC LỘ 1A
1A HIGHWAY

NORTH - SOUTH HIGHWAY
ĐƯỜNG CAO TỐC BẮC - NAM

QUỐC LỘ 1A
1A HIGHWAY

HON LON ISLAND

EAST SEA
BIỂN ĐÔNG

TUAN LE - HON NGANG URBAN,
SERVICES AND TOURISM COMPLEX AREA
Khu đô thị mới biển thu đông - HON NGANG
1.500 HA

HON NGANG
ĐAI CÁT THAM RESORT 295 HA
Khu du lịch bãi cát thắm

NON ZAGREB AREAS 580 HA
Khu không Zagreb và khu vực lân cận

HỒ NÁ RESORT 150 HA
Khu nghỉ dưỡng hồ ná

VAN PHONG BAY

NHÀ HỒN HÈO
NHA HON HEO MEDICINE

PETROCHEMICAL COMPLEXES
Khu vực phát triển công nghiệp hóa chất
300 HA

THERMAL POWER PLANT
Khu vực phát triển công nghiệp nhiệt điện
511 HA

NINH TINH INDUSTRIAL DEVELOPMENT AREA
Khu vực phát triển công nghiệp Ninh Tinh
550 HA

NAM VAN PHONG GENERAL PORT
Khu cảng tổng hợp Nam Văn Phong
208 HA

NINH THUY INDUSTRIAL ZONE
Khu công nghiệp Ninh Thủy
208 HA

NINH HAI INDUSTRIAL COMPLEXES
Khu công nghiệp Ninh Hải
242 HA

ĐÔNG BẮC NINH HẢI URBAN AREA
Khu đô thị Đông Bắc Ninh Hải
50 HA

ĐOC LET RESORT
Khu nghỉ dưỡng Đốc Let
100 HA

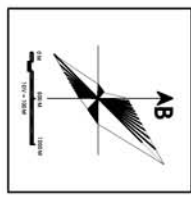
ĐÔNG LA TRANG INDUSTRIAL DEVELOPMENT AREA
Khu vực phát triển công nghiệp Đông La Trang
60 HA

SOLID WASTE TREATMENT AREA
Khu vực xử lý chất thải rắn
30 HA

OIL TRANSHIPMENT AREA
Khu vực trung chuyển dầu

- KÝ HIỆU :**
- Đất trồng trọt đô thị - URBAN HEAVYLAND
 - Đất trồng cây lương thực, cây ăn quả, cây công nghiệp - AGRICULTURAL LAND
 - Đất xây dựng nhà ở - URBAN RESIDENTIAL LAND
 - Đất dự trữ công nghiệp - RESERVED LAND
 - Đất cây xanh công viên - TREES PARK LAND
 - Đất trồng trọt đa chức năng - MULTIFUNCTIONAL CENTERS LAND
 - Đất dịch vụ hậu cần cảng - PORT LOGISTICS LAND
 - Đất sân chơi thể thao thể thao - RECREATIONAL SPORTS RECREATION LAND
 - Đất làng xóm - VILLAGE LAND
 - Đất nông nghiệp - AGRICULTURAL LAND
 - Đất làng du lịch - TOURIST VILLAGE LAND
 - Đất công nghiệp kho tàng - INDUSTRIAL AND WAREHOUSE LAND
 - Đất bãi đỗ xe - RESTIMATING AREA
 - Vùng du lịch sinh thái biển - MARINE ECOLOGICAL AREA
 - Vùng du lịch sinh thái núi - MOUNTAIN ECOLOGICAL AREA
 - Vùng du lịch sinh thái đầm lầy - LAGOON ECOLOGICAL AREA
 - Vùng nước trong thủy lợi dân - AQUACULTURE AREA
 - Bãi tắm - BEACH

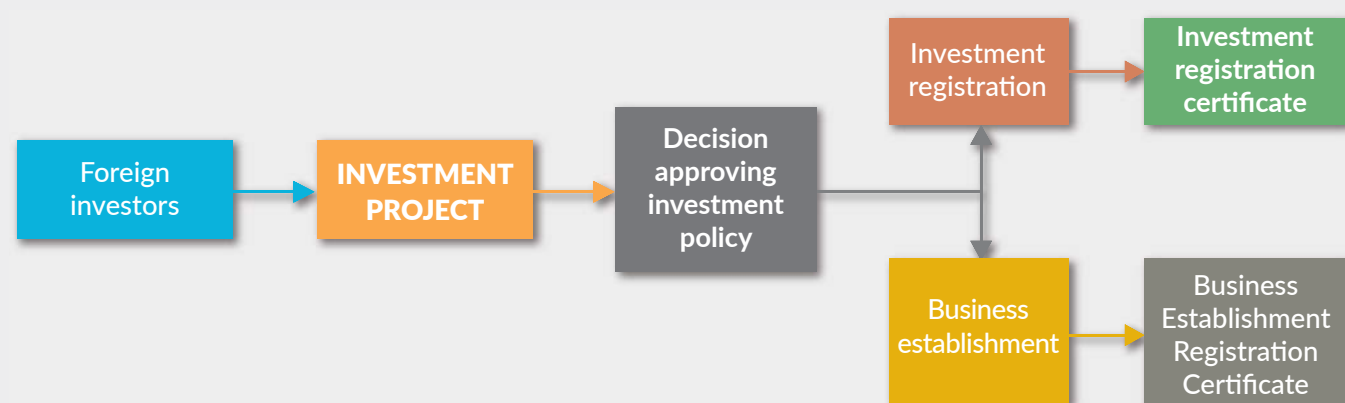
- ĐƯỜNG SẮT - RAILWAY
- GA - STATION
- ĐƯỜNG BỘ - ROAD
- CẢNG TỔNG HỢP - GENERAL PORT
- CẢNG TRUNG CHUYỂN QUỐC TẾ - INTERNATIONAL TRANSHIPMENT PORT
- CẢNG ĐẦU - OIL PORT
- BẾN TÀU DU LỊCH - CRUISE TERMINAL
- BẾN XE ĐÓNG AI - BUS STATION
- BÃI ĐỖ XE - PARKING
- RANH GIỚI TỈNH - PROVINCIAL BOUNDARY
- RANH GIỚI HUYỆN - DISTRICT BOUNDARY



PART II: PROJECTS CALLING FOR INVESTMENT AND INDUSTRIES CALLING FOR INVESTMENT, TRAINING COOPERATION

I. PROJECTS CALLING FOR INVESTMENT

*** Investment process for establishing foreign economic organizations**



*** Period for permit issuance: from the date of receiving valid application documents**

- Decision approving investment policy: no more than 27 working days
- Business establishment: 3 working days.

*** Place of receiving documents:**

- **Van Phong Economic Zone Management Unit:** receiving investment project documents at Van Phong Economic Zone, industrial zone.
- **Khanh Hoa Department of Planning and Investment:** receiving investment project documents outside Van Phong Economic Zone, outside industrial zones.

*** Projects calling for investment**



Source: Internet

1. PROJECTS FOR DEVELOPING INDUSTRY, INDUSTRIAL ZONES, INDUSTRIAL CLUSTERS

Objectives: attracting enterprises for investment in the projects which can fill vacancies of industrial zone and industrial clusters in Van Phong Economic Zone and some projects in the fields and industries that Khanh Hoa province is calling for investment in line with investors' needs, prioritizing projects applying environment-friendly, high technologies, modern techniques.

No.	Project name, location	Area (ha)	Existing status	Total investment capital	Project objectives	Planning	Investment form	Notes
Projects in the northern city of Nha Trang (in Van Phong Economic Zone)								
01	Industrial development Cluster of Doc Da Trang, Ninh Tho Commune, Ninh Hoa Town	60	Productive forest land, cultivation land agricultural land, bare land	Based on the construction unit cost of the Ministry of Construction	- Production of energy equipment; home appliances; - Production of electric and electronic devices; - Garment; - Processing of agro-forestry-aquatic products, food... In addition, investors may propose potential lines of business for consideration	General planning of Van Phong Economic Zone	Procurement on Selection of Investors in accordance with the law	
02	Ninh Tinh Industrial Development Zone Ninh Tinh hamlet, Ninh Phuoc Commune, Ninh Hoa Town	550	Residential land, agricultural land; forestry, pond land	Based on the construction unit cost of the Ministry of Construction	Focusing on projects of petrochemical, oil refinery, building material production, etc. and at investors' proposals	General planning of Van Phong Economic Zone	Procurement on Selection of Investors in accordance with the law	
03	Ninh Hai Industrial Complex, Ninh Hai Ward, Ninh Hoa Town	242	State land	Based on the construction unit cost of the Ministry of Construction	Focusing on projects of shipbuilding and shipbuilding support industry; trading in warehouse & storage facilities; logistic service facilities of the oil & gas industry, mechanical manufacturing industry, etc., and at investors' proposals	General planning of Van Phong Economic Zone	Procurement on Selection of Investors in accordance with the law	
04	Ninh Thuy Industrial Zone, Ninh Thuy Ward, Ninh Hòa Town	208	Land of Industrial zone	Based on the construction unit cost of the Ministry of Construction	Calling for secondary projects: manufacture of machinery, accessories and equipment serving the maritime sector, oil & gas exploitation and processing	In accordance with industrial land planning		

No.	Project name, location	Area (ha)	Existing status	Total investment capital	Project objectives	Planning	Investment form	Notes
Projects located in the southern city of Nha Trang (out of Van Phong Economic Zone)								
05	Ninh Xuan Industrial Cluster - Ninh Xuan commune, Ninh Hoa Town	40	agricultural land	Based on the construction unit cost of the Ministry of Construction	Focusing on project of production, except for seafood processing, textile, tanning, tapioca processing and slaughter	In accordance with industrial land planning	Procurement on Selection of Investors in accordance with the law	
06	Southern Cam Ranh Industrial Zone, Cam Thinh Dong Commune, Cam Ranh City	352	Cultivation land; forestry land; aquaculture land (shrimp farming, salt production)	Based on the construction unit cost of the Ministry of Construction	Building the technical infrastructure of the IZ, enabling the inclusion of such sectors as manufacture of machinery, accessories and equipment serving the maritime sector, oil & gas exploitation and processing, shipbuilding and shipbuilding support industry; production of electric & electronic devices, etc. and at investors' proposals	Planning for development of industrial zones in Vietnam to 2015 and orientation to 2020 approved by the PM	Procurement on Selection of Investors in accordance with the law	
07	Cam Thanh Nam Industrial Cluster, Cam Thanh Nam Commune Cam Ranh City	40	Agricultural land	Based on the construction unit cost of the Ministry of Construction	Building the infrastructure of the industrial cluster and calling for investment projects of construction material production, mechanical manufacture, garments	Planning to develop industrial zones and industrial complexes until 2025	Procurement on Selection of Investors in accordance with the law	
08	Tan Lap Industrial Cluster Cam Thanh Bac Commune, Cam Lam District	40	Land for perennial crops and residential land...	Based on the construction unit cost of the Ministry of Construction	In the process of building the industrial infrastructure	Planning to develop industrial zones and industrial complexes until 2025	Procurement on Selection of Investors in accordance with the law	
Projects located in the Khanh Son District								
09	Son Binh Industrial Cluster - Son Binh commune, Khanh Son District	18	Cultivation land, Residential land	Based on the construction unit cost of the Ministry of Construction	Focusing on project of production, except for seafood processing, textile, tanning, tapioca processing and slaughter	In accordance with industrial land planning	Procurement on Selection of Investors in accordance with the law	

Projects No. 01, 02, 03, 04:

+ **Fields calling for investment:** Industries and auxiliary industries, seaports, etc.

+ **Industries attracting investment:**

Project 01: producing energy equipment (electric motors, generators, electric vehicles ...); manufacturing household appliances; precision engineering, assembling automobiles and spare parts related to electric vehicles, high-tech textiles and garments; producing electrical and electronic equipment; robots, information systems; biology, fertilizer, processing agricultural, forestry and aquatic products and foods. In addition, investors may propose expected trading sectors for review.

Projects No. 02, 03, 04: receiving petrochemical industry, construction materials production, projects of shipbuilding and shipbuilding support industry, investment in seaports, logistics, premises for oil and gas services and mechanical engineering and assembly, refrigeration - electronics; manufacturing household appliances, handicrafts, packaging materials; processing agricultural, forestry and aquatic products, processing grape seaweed; low-polluted industry; mechanics with bulky products; production support services. In addition, investors may propose expected trading sectors for review.

Source: Internet



- Advantages of project investment:

- + Transport infrastructure, electricity, water and telecommunications are available to satisfy investment needs.
- + Supported by Khanh Hoa Provincial People's Committee for land recovery and land allocation in accordance with the law.
- + Benefiting investment preferential policies of Van Phong Economic Zone.
- + Located near Ninh Hoa town and famous tourist spots, such as Doc Let Beach Resort, Bai Ong Hao resort, Six Senses Ninh Van Bay Resort (5-star resort)... obtaining favourable conditions for recruiting workers as well as living and working conditions for workers and foreign experts.

Projects No. 05, 06, 07, 08, 09:

- + Industries calling for investment: industry; development of industrial zone and cluster infrastructure.
- + Industries attracting investment: receiving machinery production, components and equipment serving in the marine fields; shipbuilding and shipbuilding support industry; producing electrical and electronic equipment, construction materials, machinery, garments and textile, "clean" industrial projects. In addition, investors may propose expected industries for review.

- Advantages of project investment:

- + Transport infrastructure, electricity, water and telecommunications are available to satisfy investment needs.
- + Supported by Khanh Hoa Provincial People's Committee for land recovery and land allocation in accordance with the law.
- + Located near the center of Cam Ranh City, near Cam Ranh Peninsula Tourist Resort. A complex of such high standard resorts as The Anam, Fusion, Rivera, Movenpick... and Diamon Bay golf course, KN Golf Links - Cam Ranh provides favourable conditions for recruiting workers as well as living and working conditions for workers and foreign experts.

2. URBAN AREA PROJECTS

No.	Project name, location	Area (ha)	Existing status	Total investment capital	Project objectives	Planning	Investment form	Notes
10	Urban center of North-eastern Ninh Hoa –Ninh Hai ward, Ninh Hoa town (in Van Phong Economic Zone)	550	Agricultural land, forest land, pond land...	Based on the construction unit cost of the Ministry of Construction	Building a modern new urban center to meet the needs of accommodation, leisure facilities of residents	General planning of Van Phong Economic Zone	Procurement on Selection of Investors in accordance with the law	

Dong Bac Ninh Hoa Urban Area

- + **Field calling for investment:** Urban development
- + **Industries attracting investment:** Investment in urban area infrastructure, residential area and social infrastructure.
- **Objectives:** Building a modern new urban center to meet the needs of accommodation, leisure facilities of residents and laborers working in neighboring industrial development zones.
- **Advantages of project investment:**
 - + As located close to the sea with a beautiful coastline, it is potential to develop relaxing resorts.
 - + The construction detailed planning scale of 1/2000 for the project has been approved.
 - + Transport infrastructure, electricity, water and telecommunications are available to satisfy investment needs.
 - + Supported by Khanh Hoa Provincial People's Committee for land recovery and land allocation in accordance with the law.
 - + Benefiting investment preferential policies of Van Phong Economic Zone.



Source: Internet

3. PROJECTS UNDER OTHER FIELDS IN THE PROVINCE

No.	Project name, location	Area (ha)	Existing status	Total investment capital	Project objectives	Planning	Investment form	Notes
11	Multi-level school	0.54	Land in My Gia Urban Area, Nha Trang.	Based on the construction unit cost of the Ministry of Construction	Building multi-level school in Nha Trang city	Educational land, Zone 7B, My Gia Urban Area was approved by the Provincial People's Committee in Decision No. 2051 / QĐ-UBND dated August 17, 2012	Procurement on Selection of Investors in accordance with the law	Scope: 2000 students
12	Vinh Hoa market - Vinh Hoa ward, Nha Trang	0.52	State land	Based on the construction unit cost of the Ministry of Construction	Building level 2 market to serve the needs of local residents	In accordance with the planning of the market following detailed planning of Vinh Hai - Vinh Hoa residential areas	Procurement on Selection of Investors in accordance with the law	Level II market
13	Phuoc Thai market - Nha Trang.	1.2	Land of existing market	Based on the construction unit cost of the Ministry of Construction	Building level 2 market to serve the needs of local residents	In accordance with the detailed planning of residential areas of Phuoc Long ward	Procurement on Selection of Investors in accordance with the law	Level II market
14	Funeral home in the North of Nha Trang city	1.01	Residential and sloping land	Based on the construction unit cost of the Ministry of Construction	Building funeral home to meet the needs of people in the city	In accordance with detailed planning of residential area of Vinh Hai ward - Vinh Hoa	Procurement on Selection of Investors in accordance with the law	
15	Nam Song Cai Trade Center (Nam Song Cai Trade Center, Dien Khanh district)	0.35	State land	Based on the construction unit cost of the Ministry of Construction	Building a trade center to meet the shopping needs of local residents	In accordance with the planning approved by Provincial People's Committee in Decision No.448/QĐ-UBND dated February 9, 2010	Procurement on Selection of Investors in accordance with the law	Level 3 trade center

- Advantages of project investment:

- + Transport infrastructure, electricity, water and telecommunications are available to satisfy investment needs.
- + Supported by Khanh Hoa Provincial People's Committee for land recovery and land allocation in accordance with the law.
- + Benefiting preferential investment policies according to geographical areas and specialized investment fields.

II. INVESTMENT INCENTIVES & SUPPORTS

1. INCENTIVES FOR PROJECTS INVESTING INTO VAN PHONG ECONOMIC ZONE

- Corporate income tax

A 10% corporate income tax rate shall be applied to new investment projects on a continuous basis for 15 years starting from the first year in which the enterprise earns revenues from operations which are granted tax incentives; tax exemption for 04 years and 50% tax reduction for the next 9 years are applied to corporate income starting from the first year in which the enterprise earns taxable income from the investment project which is given tax income.,

- Land rental and water surface rental (Article 8 of Decree No. 35/2017/ND - CP by the Government)

Exemption of land rental and/or water surface rental shall be applied during the basic construction period of the project approved by competent authorities and shall not exceed three years from the date of the decision on leasing land and/or water surface.

From the date on which the said preferential construction period expires, relevant projects shall be entitled to exemption of land rental and/or water surface rental as follows:

- + The investment project included in the list of domains entitled to investment preferences (**projects No. 10**) shall be exempted from land rental and/or water surface rental for 17 years.
- + Other projects not included in special investment preferences list shall be exempted from land rental and/or water surface rental for 13 years.

For **projects No. 01, 02, 03**, the exemption rate of land rental and/or water surface rental shall be defined after potential investors have proposed their specific lines of investment.

- Non-agricultural land use levy: The exemption of non-agricultural land use levy shall be applicable in accordance with the law on non-agricultural land use levy.

Other incentives shall be applied in accordance with specific laws.

- Import duties (Article 16 of the Law on Export and Import Duties)

+ Import duties shall be exempted for 05 years from the commencement of manufacture for raw materials and components which cannot be domestically manufactured and are imported serving the manufacturing of investment projects in accordance with the laws on investment and on import-export duties.

+ Imports as fixed assets of entities eligible for investment incentives shall be exempted from import duties in accordance with the law on investment and export-import duties.

2. INVESTMENT INCENTIVES TO BE APPLIED BEYOND VAN PHONG ECONOMIC ZONE

a. Projects investing into the infrastructure of industrial zones and clusters

- Corporate income tax (Circular No. 96/2015/TT - BTC by the Ministry of Finance)

Enterprises earning income from new investment projects shall be entitled to a 17% tax rate for 10 years, tax exemption for 02 years and a 50% reduction of payable tax amounts in the next 4 years.

- Land rental (Decree No. 46/2014/ND - CP by the Government)

The project investing in the infrastructure of industrial zone (**project No. 06**) shall be entitled to land rental exemption for a maximum period of basic construction of 03 years from the date of the decision on land lease and for 15 years after the project is completed and put into operation.

The projects investing in the infrastructure of industrial clusters (**projects No. 05, 07, 08 and 09**) shall be entitled to land rental exemption for a maximum period of basic construction of 3 years from the date of the decision on land lease and for 11 years after such projects are completed and put into operation.

- Import duties (Article 16 of the Law on Export and Import Duties)

Imports as fixed assets of entities eligible for investment incentives shall be exempted from import duties in accordance with the law on investment.

b. Socialization project

Benefiting policies prescribed in the Government's Decree No. 69/2008/ND - CP dated May 30, 2008 on policies to encourage socialization of activities in the field of education and vocational training, health, culture, sports, environment; Decision No. 1466/QD - TTg dated October 10, 2008 of the Prime Minister promulgating the list of types, sizes and criteria for establishments engaged in the socialization of education-training, vocational training, healthcare, cultural, sports and environmental activities; Decree No. 59/2014/ND - CP dated June 16, 2014 amending and supplementing a number of articles of Decree No. 69/2008/ND - CP dated May 30, 2008 of the Government.

3. POLICIES ON INVESTMENT SUPPORT OF KHANH HOA PROVINCE

Projects investing in socio-economic infrastructure (infrastructure of industrial zones and clusters, agricultural projects) shall be entitled to loans from Khanh Hoa Development Investment Fund and to interest rate subsidies from the State Budget. Subsidy levels shall be defined and decided by the People's Committee of Khanh Hoa Province.

III. TRAINING FIELDS, TRAINING CORPORATION

<ul style="list-style-type: none"> • Training to improve professional qualifications and vocational skills for teachers • Transferring training programs • Supporting investment in vocational equipment 	• Universities in Khanh Hoa province	Mechanical engineering and engineering mechanics Mechanical engineering
	• Ninh Hoa Vocational Intermediate School	Welding Electrical, electronic and telecommunications technologies
	• Van Ninh Vocational Intermediate School	Industrial electricity Operating thermal power plants
	• Cam Lam Vocational Intermediate School	Tourism Hotels, restaurants



Source: Internet

PROJECT LOCATION MAP



PROJECTS CALLING FOR INVESTMENT

- 01. Doc Da Trang Industrial Cluster
- 02. Ninh Tinh Industrial Development Zone
- 03. Ninh Hai Industrial Complex
- 04. Ninh Thuy Industrial Zone
- 05. Ninh Xuan Industrial Cluster
- 06. Southern Cam Ranh Industrial Zone
- 07. Cam Thanh Nam Industrial Cluster
- 08. Tan Lap Industrial Cluster
- 09. Son Binh Industrial Cluster
- 10. Urban center of North-eastern of Ninh Hoa
- 11. Multi-level school
- 12. Vinh Hoa Market
- 13. Phuoc Thai Market
- 14. Funeral home in the North of Nha Trang city
- 15. Nam Song Cai Trade Center

ACTIVE PROJECTS

- A1. Shipyard
- A2. Van Phong Bonded Warehouse
- A3. Petrochemical Refinery Complex of JX Nippon Oil Corporation
- A4. Thermal power plant of Sumitomo Corporation
- A5. Dac Loc Industrial Cluster
- A6. Dien Phu Industrial Cluster
- A7. Suoi Dau Industrial Zone
- A8. Sixsense Ninh Van Bay Resort
- A9. Vinpearl golf land - Resort and Villas
- A10. 4-5 star Hotels on Nha Trang seaside
- A11. Diamond Bay Resort and Golf Nha Trang
- A12. Long Beach Resorts

An aerial photograph of Khanh Hoa, Vietnam, showing a coastal city with numerous high-rise buildings, a sandy beach, and turquoise water. The city is set against a backdrop of mountains under a blue sky with scattered clouds. The image is framed by a light blue geometric overlay.

KHANH HOA

A SUCCESSFUL DESTINATION

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