



STI Cooperation India - Vietnam

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India – Vietnam cooperation in STI



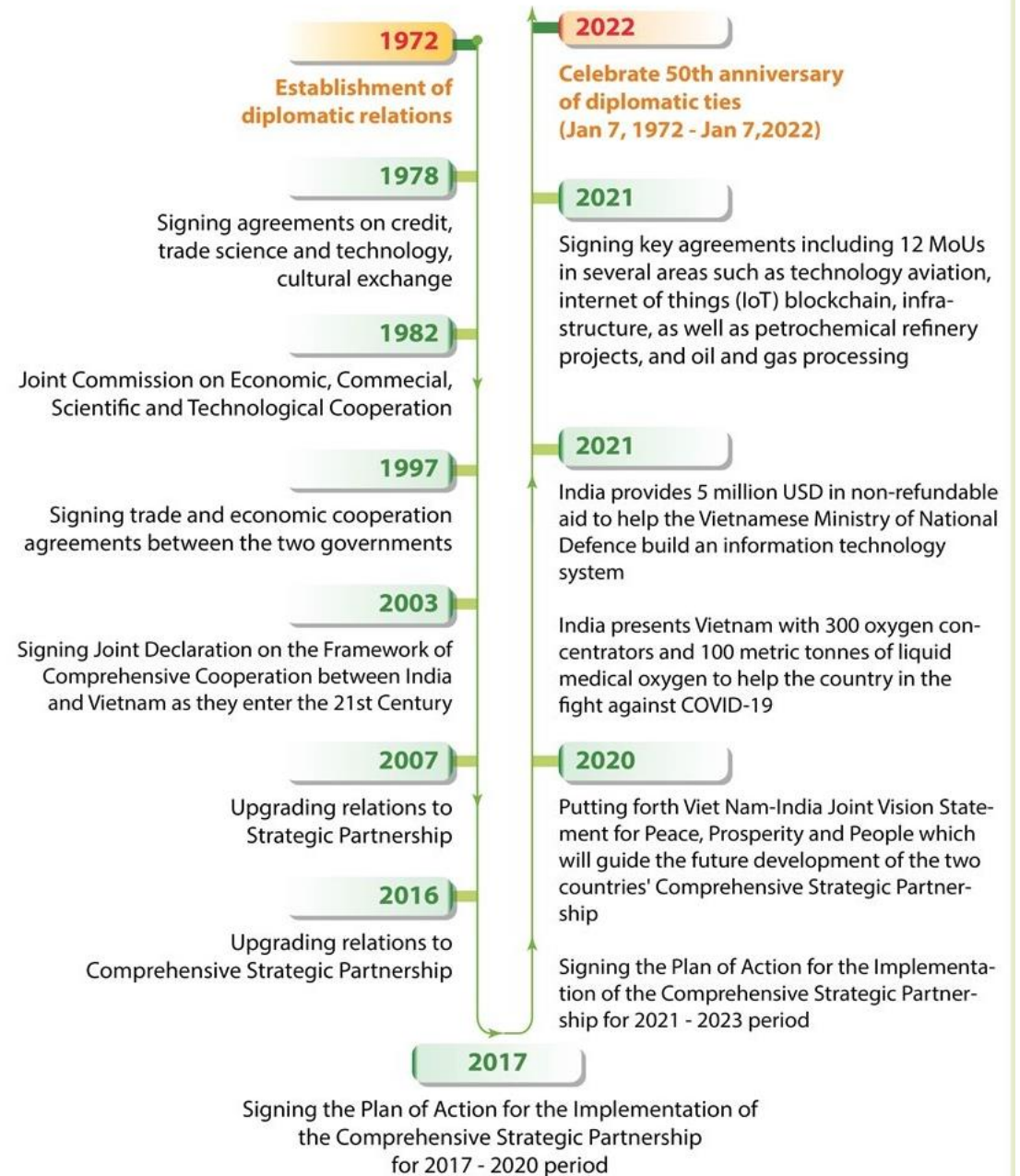
Vietnam innovation system

PART 1

India – Vietnam cooperation in STI

Relationship

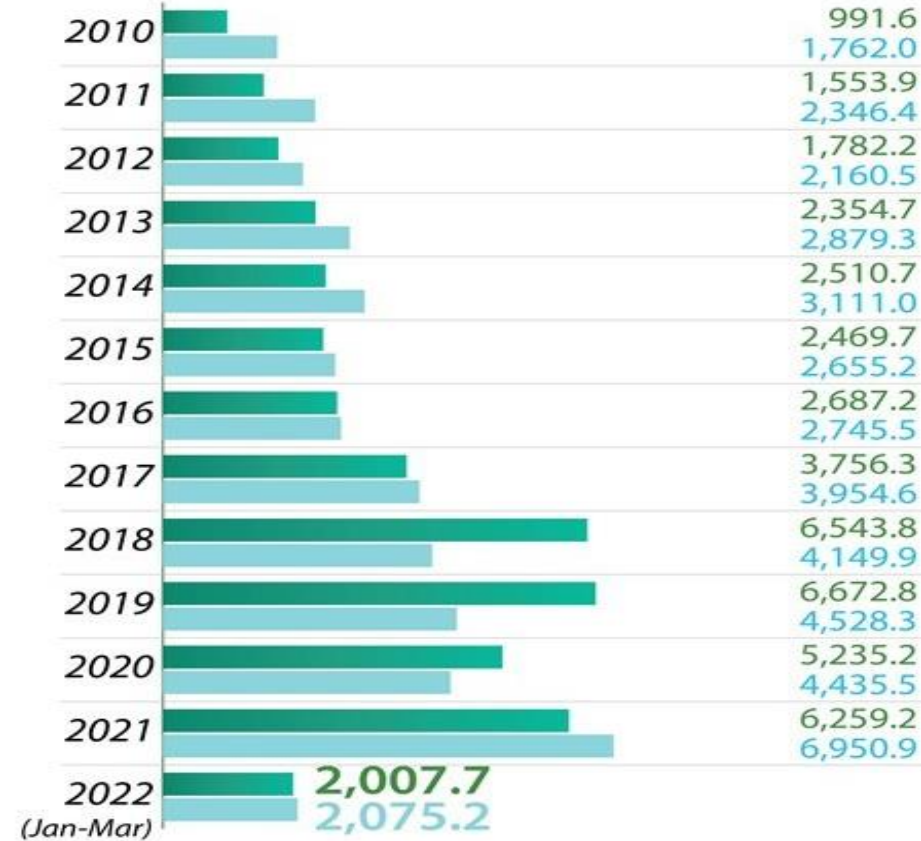
- Vietnam and India established their diplomatic relations in 1972
- Upgraded the ties to comprehensive strategic partnership in 2016.
- They are working to implement an action programme materialising the partnership for 2021-2023.
- They always support each other and regularly exchange delegation across all levels, particularly high-level ones.



Trade & Investment

TRADE

 Vietnam's exports
(million USD)
 Vietnam's imports
(million USD)



Source: MoFA, General Department of Customs, GSO

infographics.vn

INVESTMENT



India ranks 24th out of 141 countries/territories investing in Vietnam

(as of March 20, 2022)



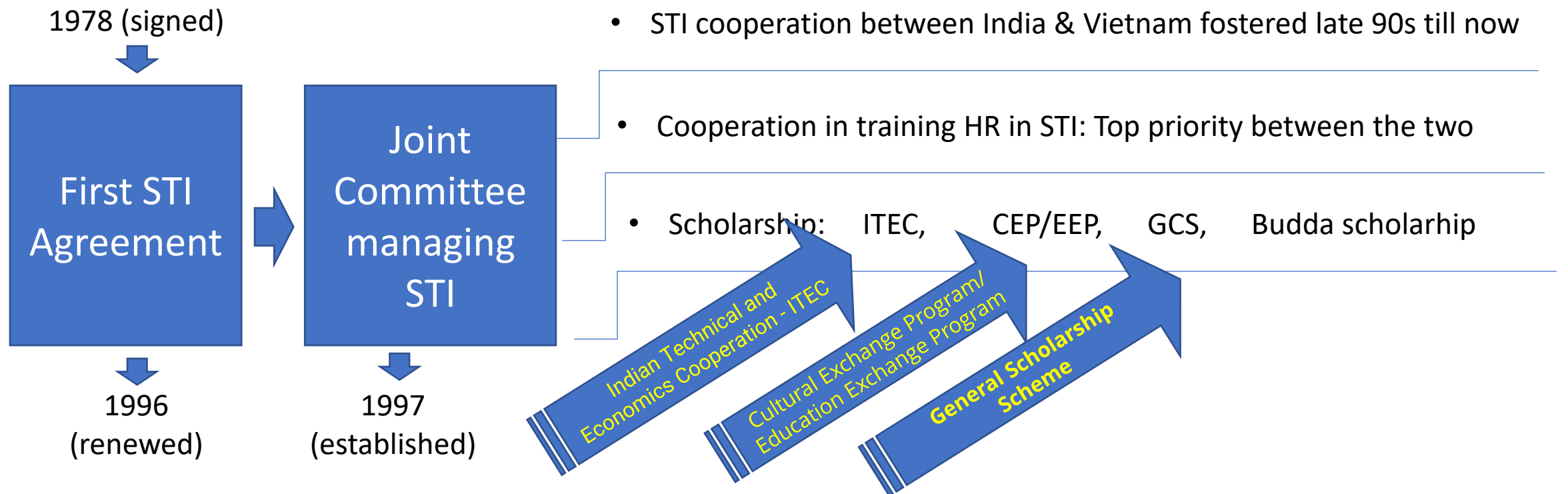
1,005 bln USD



317 projects

Perspectives

- India – Vietnam realised the importance of STI cooperation since early time. Signed several agreements in this field



Landmark... India PM to visit Vietnam



**India Prime Minister
Narendra Modi**

Sept., 2016
13 Agreements

Space exploration & study for peace

IT cooperation, Internet security

Nuclear power for peace

Agreement on platform for IT high quality training

Agreement between VASS and ICWA (India Council for World Affairs)

Landmark ... Vietnam PM to visit India



Prime Minister
Nguyễn Xuân Phúc
Jan., 2018

Facilitate current agreements

- *Indian Space Research Organisation - ISRO*
- Ministry of Resources and Environment (Vietnam)

Center for National
Remote Sensing

Main areas of STI cooperation India - Vietnam

1. **Nano technology** application in producing materials, military, healthcare, agriculture, IT, telecommunication, chemistry
2. **Bio technology** in molecule biology, in agriculture, healthcare, environment service
3. **Oceanography** in earthquake & tsunami alert, ..

Bio technology focus
(restructuring agriculture)

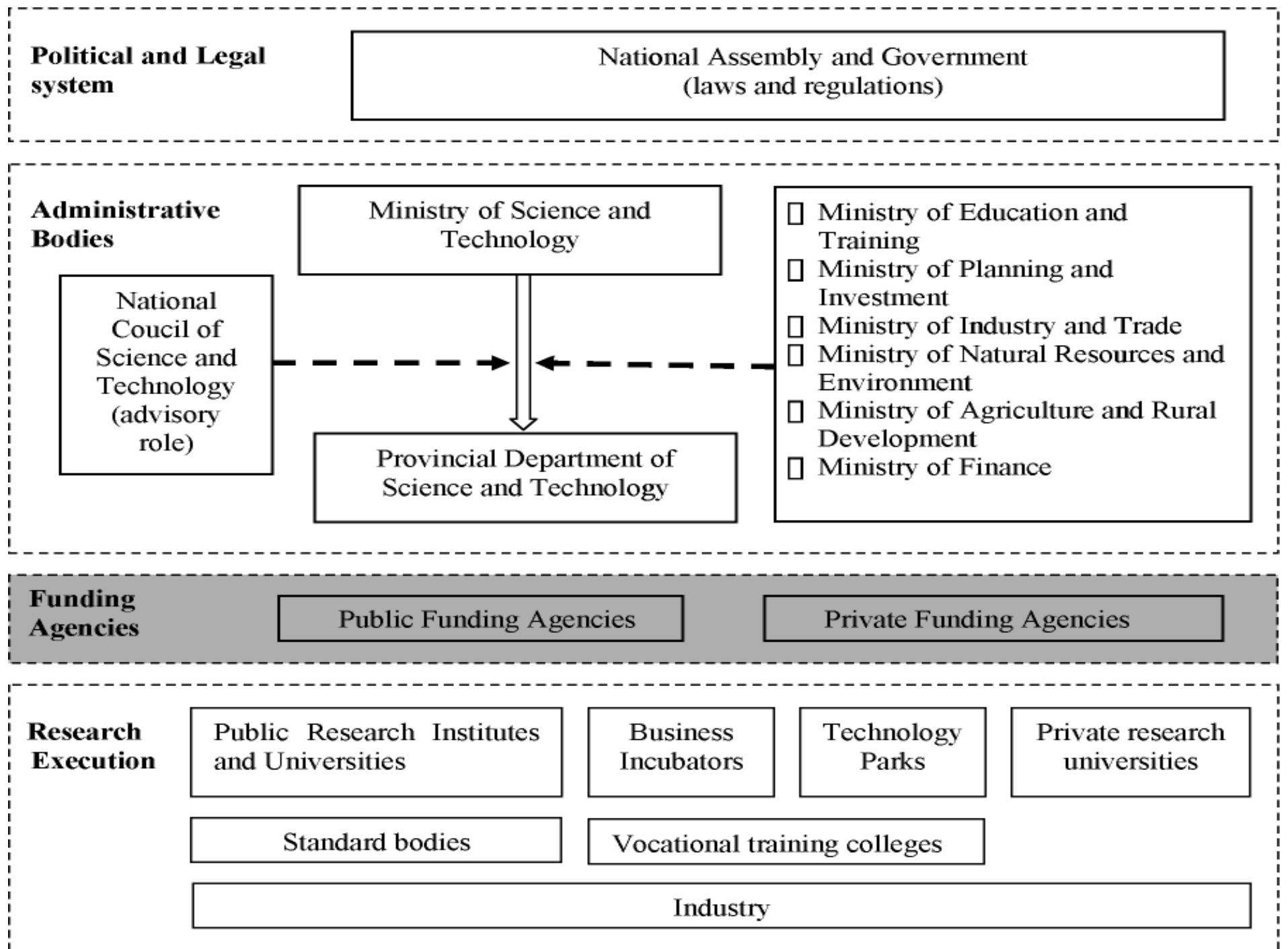
2010

- 1) Traditional route (agriculture)
- 2) Advance tech: renewable energy, hi-tech, space tech

PART 2

Vietnam innovation system









Vietnam national innovation system



Journey to innovation in Vietnam

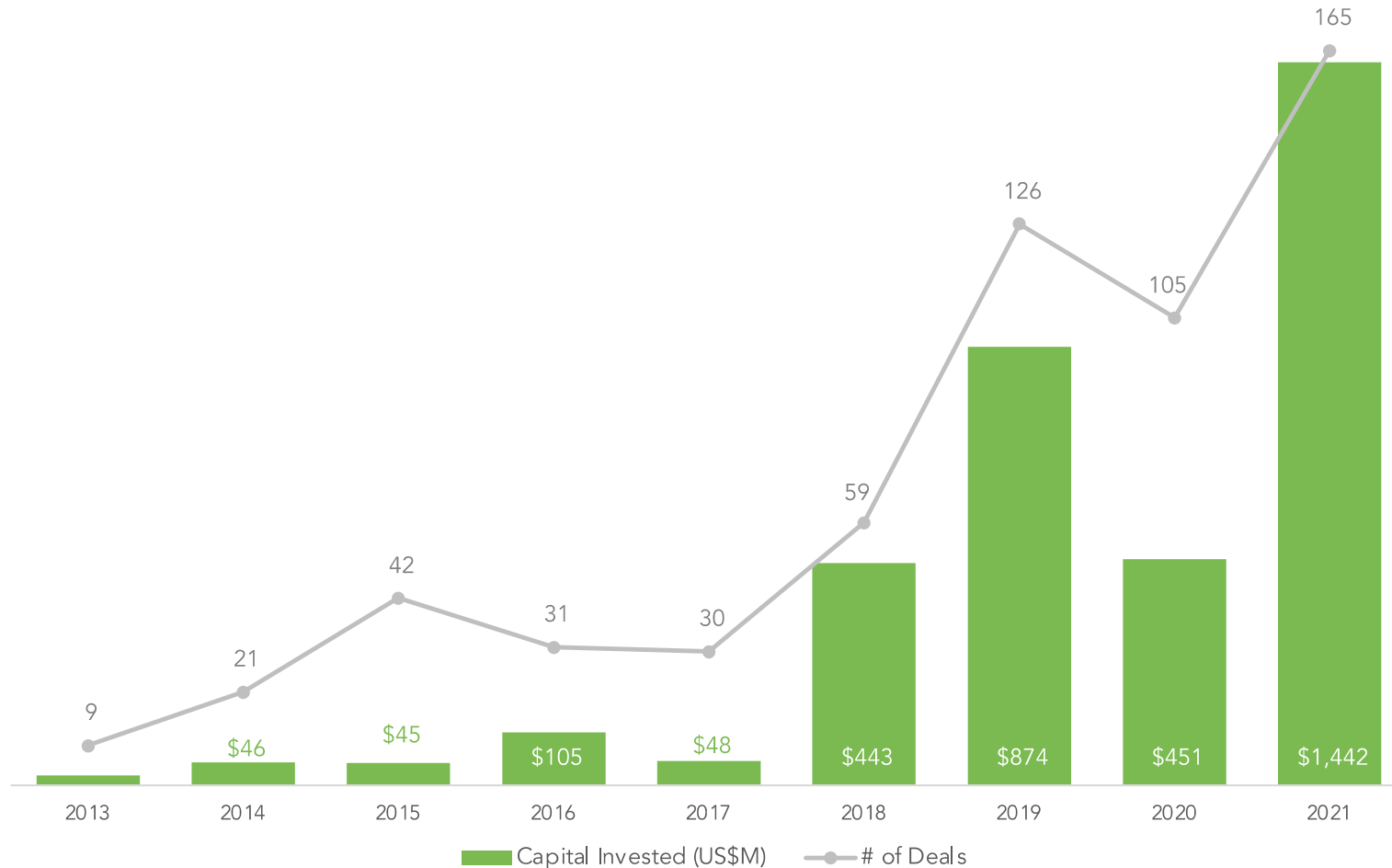


The abundance of Government support programs for startups

Organization	Program	Scope	Key event
<p>MINISTRY OF PLANNING & INVESTMENT</p>		<ul style="list-style-type: none"> ○ Build a complete innovation ecosystem at scale to enable technology transfer, development, and commercialization. ○ Pilot an encouraging regulatory environment for innovative activities. ○ Provide utility services including offices, co-working space, laboratories, event spaces, and a technology showcase center. ○ Connect startups with various funding channels. ○ Serve as a launchpad for startups through incubation and accelerator activities. 	 
<p>MINISTRY OF SCIENCE & TECHNOLOGY</p>	 	<ul style="list-style-type: none"> ○ Provide financial support for players within the startup ecosystem such as incubators, accelerators, universities, etc. ○ Create a favorable environment to support the formation and development of fast-growing enterprises based on the exploitation of intellectual property, technology, and disruptive business models. ○ Contribute to the improvement of the legal framework for supporting startups. ○ Enhance networking and connect Vietnam's startup ecosystem with the world's. 	
<p>VIETNAM CHAMBER OF COMMERCE AND INDUSTRY</p>		<ul style="list-style-type: none"> ○ Nurture the entrepreneurship spirit among college students and young people by providing early training on startup education. ○ Create a network of universities, research institutes, and businesses for mentorship and seed funding for promising startup projects by students. 	

TECH INVESTMENT IN VIETNAM HITS RECORD HIGH OF \$1.4B

Capital invested and deals done



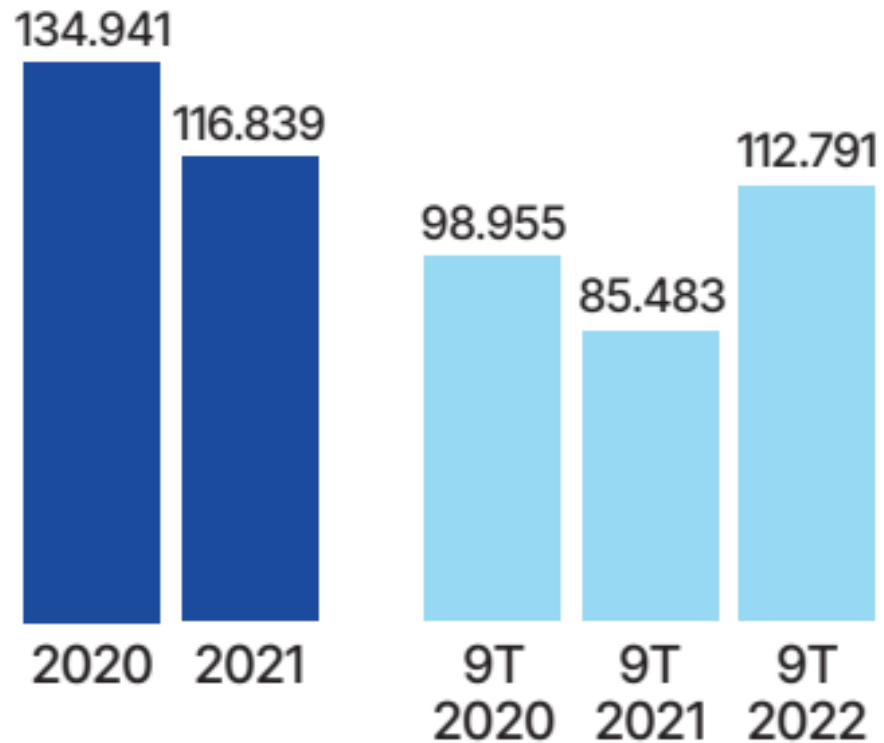
Venture capital investment in Vietnam is at record level of \$1.4B this year, far transcending last year's figure of \$451M. The total deal count also increased significantly to 165 in 2021, up 57% compared to 2020.

Notably, in 2021, Vietnam welcomed the birth of two new unicorns: Sky Mavis, valued at nearly \$3B, and MoMo, valued at more than \$2B.

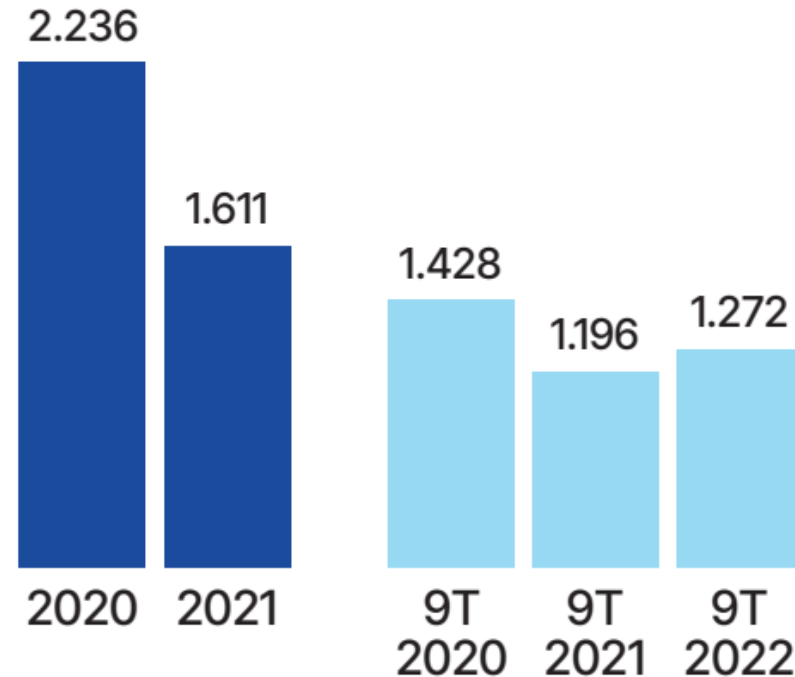
Note: The numbers include various events that, while counting as investments in technology companies, are considered non-VC, e.g. project financing and corporate spin-off. Funds raised in digital tokens are not included.

Vietnam's startup ecosystem in 2022

Newly-established enterprises



Total registered capital (trillion VND)



Highlights in the innovation system

- **Global Innovation Index (GII)**

In the latest ranking of GII of 2022 (WIPO), Vietnam ranks 48/132, down 4 places compared to 2021, and stands at the second place in the group of 36 low-middle-income economies, losing the top position of low-middle-income countries to India.

- **Venture capital firms actively investing into Technology Startup**

Vietnam's golden age from late 2019 - early 2020 when it received special attention from investors, and domestic and foreign venture capital funds. The total number of investment deals in 2021, which reached 165 - up 57% compared to 2020, and was a record of venture capital investment in Vietnam (US\$1.4 billion in total) - three times higher than that of the previous year.

- **The Government is gradually completing and consolidating the Policy system, offering support programs to promote the Vietnam Innovation Ecosystem.**

Vietnam's startup ecosystem in 2022

Vietnam's Startup ecosystem in 2022 has made great progress, reflected in positive numbers

54/100

Ranking in Global Startup Ecosystem

48/132

Ranking in the Global Innovation Index

494 millions USD

Total venture capital investment
(first 9 months of 2022)

94

Number of deals
(first 9 months of 2022)

~3800

Startup in operation
(Estimated)

3

Unicorns: VNG, VNLife, MoMo

116

Patent granted
(including inventions + utility solutions in
the first 8 months of 2022)

84

Incubators

UNICORN

Technology Startup with valuation of over US\$1 billion



GAME / PLATFORM
/ FINTECH / CLOUD
COMPUTING



PAYMENT & MULTICHANNEL
E-COMMERCE



ELECTRONIC
WALLET

• SOONICORN



GiaoHangTietKiem
Mạng chuyên phát hàng nhanh nhất



amanotes
OPEN SOURCE FOR MUSIC

KiotViet

GHN

GIẢI HẰNG NHANH TOÀN QUỐC

trustingsocial

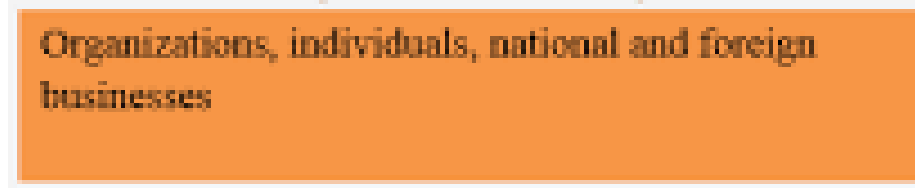
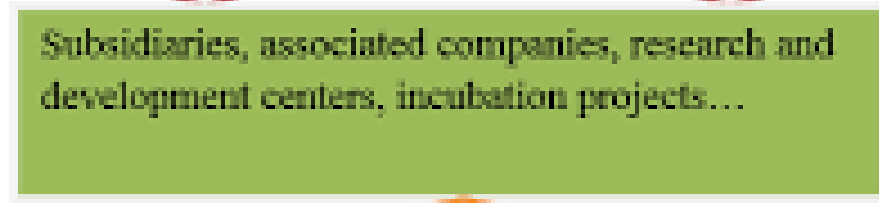
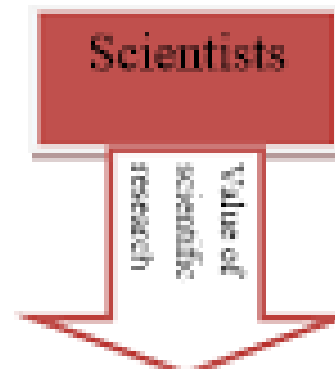
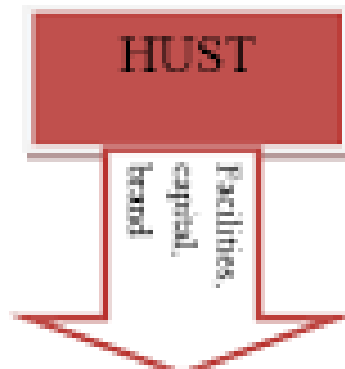
Journey to innovation in Vietnam

- How to shorten the time from idea to commercialization?
 - *Lean startup approach*
 - *Design thinking*
- How innovation could be sustained and secured the market demands?
 - *Customer centric*
 - *Integrated strategic partnership*
 - *Open innovation*
- How innovators access to market information?
 - *Rapid prototyping*
 - *Corporate innovation*

Best practices of grassroots innovation through university industry linkage



HUST



SOICT



Best practices of grassroots innovation through university industry linkage

- FTU Innovation and incubation space - FIIS
- FTU curriculum: E&I curricular
- FTU student program: Kawai startup contest, Vietnam Social Innovation Challenge



OUTSTANDING STARTUPS - FTU

design**bold**

 ELSA

KÊNH
14

 VNP

Vexere.com
Vietnam's largest online bus booking system

RIO

 YBOX.VN

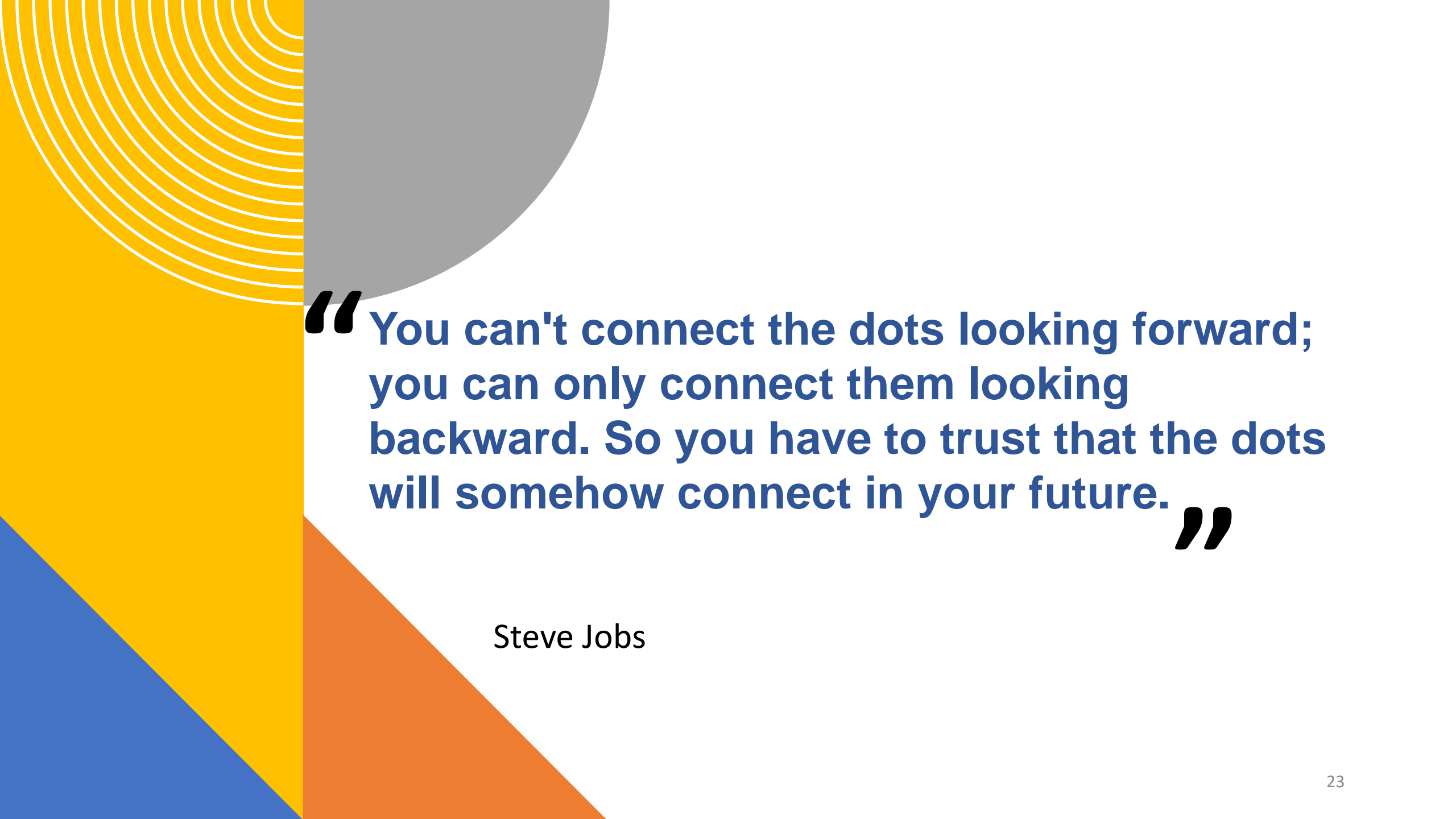
JupViec.vn
Tốt, tốt hơn, tốt hơn nữa

tòhe

Blueangel
Để cuộc sống thêm màu sắc

mỹ thuật **Bụi** 

BÁNH MÌ
BY MINH NHẬT



“ You can't connect the dots looking forward; you can only connect them looking backward. So you have to trust that the dots will somehow connect in your future. ”

Steve Jobs

THANK YOU

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