

**CONGRATULATORY LETTER FROM  
THE MINISTER OF PLANNING AND INVESTMENT**

Dear Vietnam M&A Forum 2020 Organizing Board,

Congratulations on the hosting of Vietnam M&A Forum 2020 amidst the COVID-19 pandemic complications. First of all, I would like to express my joy to hear that the annual Vietnam M&A Forum jointly organized by *Vietnam Investment Review* and AVM Vietnam under the auspices of the Ministry of Planning and Investment, will return on November 24, 2020 in Ho Chi Minh City.

The Vietnam M&A Forum 2020 speaks volumes of the efforts of the organizing board, businesses, and investors to connect and forge ahead with mergers and acquisitions (M&A) deals in the new normal. The Vietnam M&A Forum 2020 themed “Upsurging in the new normal” will provide a valuable overview of the Vietnamese M&A market and highlight the country’s successes in its pursuit of the dual goals of preventing the pandemic and developing the economy.

The COVID-19 pandemic broke out on a global scale since the beginning of 2020, adversely affecting all corners of the globe and pushing the world economy into the most severe recession since the Great Depression (1929-1933).

In these difficult times, the Vietnamese government focused on the implementation of many specific tasks and solutions to effectively fight back against the pandemic, ease difficulties for domestic production and business, accelerate the disbursement of public investment, and maintain economic growth.

As a result, Vietnam still achieved a growth rate of 2.12 per cent during the first nine months of 2020 and is forecast to grow by 2-3 per cent in the whole year. These achievements make it one of the world’s few economies to attain positive growth amidst the pandemic and one of the region’s fastest-growing economies.

Thanks to its success in tackling the pandemic, the country’s prestige and position have been elevated to new heights. The world now sees Vietnam as a trusted and a safe investment destination which is willing to absorb shifting investment flows.

Foreign investment inflows into Vietnam, including newly-registered, adjusted capital, and equity contribution and stake purchases amounted to \$23.48 billion in the first 10 months of this year, equivalent to 80.6 per cent of the figure from the same period last year. Disbursed capital reached \$15.8 billion, equaling 97.5 per cent of last year.

Despite the decline, these numbers are still seen as proof that Vietnam remains an attractive investment destination in the eyes of international investors whilst global investment has suffered a sharp drop due to the pandemic.

Likewise, while the value of M&A deals conducted since the beginning of the year declined, many notable deals were clinched, laying a solid foundation for breakthrough M&A activity in 2021 and 2022. M&A are forecast to leapfrog in the post-pandemic period.

2021 is a significant year for Vietnam, as the country will see the 13<sup>th</sup> National Congress of the Communist Party of Vietnam (CPV) and the elections of deputies to the 15th National Assembly take place. It will also mark the first year of implementation of the 5-year Socioeconomic Development Plan for 2021-2025 and the Socioeconomic Development Strategy for 2021-2030.

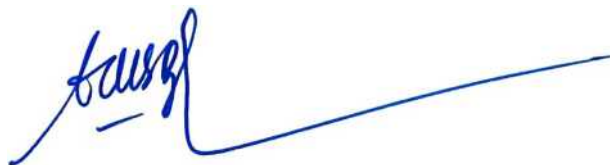
Although the international and regional situation remains complicated and unpredictable, the Vietnamese government has affirmed its determination to push up economic restructuring by renewing the country's growth model and improving productivity, quality, efficiency, and competitiveness across the nation.

Hence, enterprises and investors need to change their way of thinking and take more drastic action to overcome the difficulties and turn challenges into opportunities – and make the best use of the Fourth Industrial Revolution and shifting investments. Additional efforts should be made to improve the mobilisation and efficient use of resources. As such, a reasonable M&A strategy could be a key tool for businesses to conquer the hardships and thrive in a reformed world.

I strongly hope that the forum would provide a good chance for investors, businesses, and experts to share their experiences and solutions that could help Vietnamese businesses better their performance in restructuring and improving their competitiveness, as well as contribute ideas to policy-making agencies to perfect the legal framework, mechanisms, and policies to facilitate investment and M&A activities.

Once again, I highly appreciate the efforts of the Organising Board of Vietnam M&A Forum 2020. I want to extend my best wishes to the forum and its participants and wish investors and businesses a great deal of success with their M&A deals in the coming time.

Best regards,



**Nguyen Chi Dung**

Member of the Communist Party of Vietnam (CPV) Central Committee  
Minister of Planning and Investment