

Vietnam Information Technology Report Q2 2015

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Abstracts

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BMI View: We maintain a positive outlook for the Vietnamese IT market in the latest update, but we highlight increased downside risk from a tightening of domestic credit conditions into 2015 as a result of a build up of bad debt. Credit markets could cause short-term disruption but our forecast for robust mediumterm growth in Vietnamese IT spending remains in place, with a forecast for a compound annual growth rate (CAGR) of 11.2% 2015-2019. We expect growth will be driven by rising incomes, enterprise modernisation and the policy environment put in place by the government. We also highlight larger opportunities in the retail market where penetration of devices and services remains below the level in neighbouring markets, which vendors will be able to tap as incomes rise. Meanwhile, Vietnam's development as an outsourcing destination is a significant medium-term factor, with the services segment expected to expand rapidly. There is also increasing momentum towards Vietnam becoming a global centre for electronics production as wages rise in China and manufacturers look to protect margins by moving to Vietnam, where wages are as little as a third of those in China.

Headline Expenditure Projections

Computer Hardware Sales: VND37.0trn in 2014 and VND39.6trn in 2015, rising to VND53.3trn in 2019, CAGR of +7.6% in local currency terms. Rising incomes and declining device prices, along with PC subsidy schemes, will support demand growth across all three main device categories over the medium term.



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