

Mining in Vietnam

Coal Mining

Coal resources estimated at 49 Bt (billion tonnes) concentrated in the northern area in Quang Ninh province and the Red River Delta basin.

Demand of coal for domestic consumption and export increases every year

Many of the open pit mines are depleting and trends are shifting toward more advanced technologies and investments in underground mining.

Vietnam is seeking to increase production of its deeper anthracite reserves with high quality grade and expand its coal fired power sector.

Coal needed for power generation, steel and cement production, economic growth.

Demand for equipment, services, education, safety, environmental management, mineral processing.

Foreign competition largely from Australia, China, Poland, Russia, Sweden and Germany.

Other minerals include bauxite, rare earth, tungsten, titanium, phosphate rocks and iron ore, but deposits too small to be economically viable for international companies.

Major companies

[Vinacomin](#) produced 40.5 Mt (million tonnes) of coal in 2019, and was set to produce 49 Mt in 2020 (pre Covid-19), with approximately 22 open pit mines and 23 underground mines.

Vinacomin is the owner and major shareholders of:

- Sin Quyen Copper Complex
- Lam Dong Alumina and Bauxite
- Nhan Co Alumina and Bauxite
- Projects including:
 - Ta Phoi Copper
 - Thanh Hoa Chromite
 - Thai Nguyen Zinc
 - Thach Khe Iron ore
 - Song Hong Energy Coal
 - Binh Thuan Titanium.

Another major mining company, is Dong Bac Corp, producing coal, iron ore, manganese, copper and marble.

Economy

Over 70% of the Foreign direct investment (FDI) is represented by the technology manufacturing sector.

Vietnam has a growing population with a young and dynamic workforce; educated, digital-savvy and mobile.

Approximately 70% of the population is under 35 years of age (Source: World Bank).

Market entry advice & etiquette

- Need to identify projects at early stage
- Relationships with end-users essential
- Local representation needed for services
- Vietnam improving annually on ease of doing business index
- Cold calling is not acceptable
- Visible anger or disappointment is considered as a sign of personal weakness (not business-like)
- Moments of silence are acceptable during negotiation. Don't feel obliged to fill the silence (in any country!)
- Handshakes are appropriate in a business context, hugging or kissing are not.
- Exchanging business cards is important and a sign of respect to have them in Vietnamese and English.
- Always receive cards with both hands. Take loads of cards with you.
- Most business contacts speak English, but not all – be prepared with translator.
- The full name is only used on extremely formal occasions; first names good in business and private.

The surname is first in a Vietnamese, followed by the middle and given name eg Nguyen Ha Giang – should be addressed as Ms Giang.

Useful links

[Department of Geology and Minerals of Vietnam](#)

[Ministry of Industry and Trade](#)

[Ministry of Natural Resources and Environment](#)

[International Finance Corporation](#)

[Vietnam Chamber of Commerce and Industry \(VCCI\)](#)

[Vietnam Customs](#)