



FROM VISION TO EXECUTION: DEVELOPING AN INTERNATIONAL FINANCIAL CENTRE



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Speaker



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WEBINAR

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Agenda

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Questions & Discussion

Our Speakers

Today, we are joined by two industry leaders who embody the exact bridge we are building: **combining tactical knowledge of Vietnam's domestic markets with the international financial frameworks needed to scale them.**

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"Bridging Vietnam's capital transition with global financial infrastructure."

Together, they will explore the strategic vision behind the Da Nang IFC and the specialized ecosystem required to support emerging markets.



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Dat (Nolan) Bui

Investment & Financial
Ecosystem Advisor



Vietnam's Capital Transition

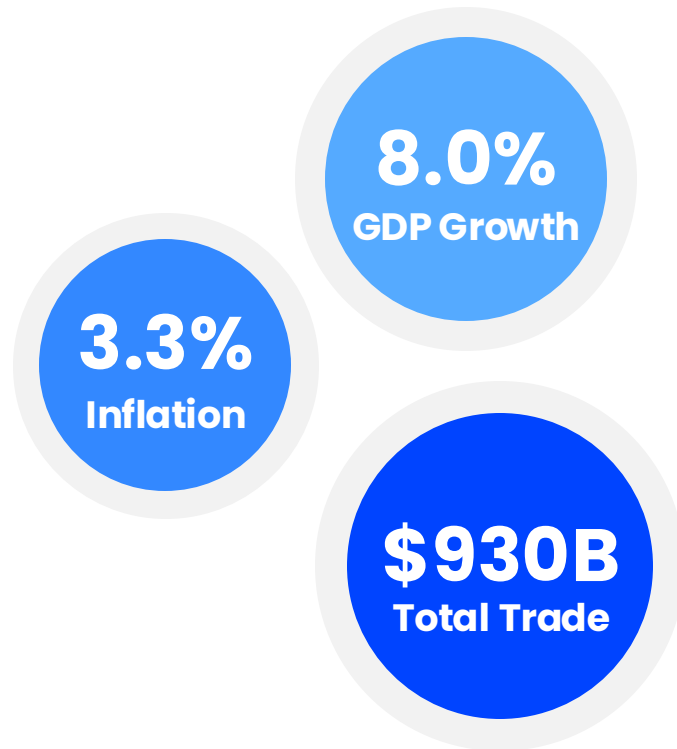
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Vietnam's Structural Imbalance

While Vietnam has successfully built a trillion-dollar physical economy, its shallow financial ecosystem forces high-margin capital services offshore. The Da Nang IFC is the strategic architecture needed to capture this value domestically.

Real Economy Strength



The Financial Value Leakage



Shallow Domestic Ecosystem

The financial architecture has not scaled with the real economy.



Offshore Dependency

Deal structuring, capital advisory, and tax planning are routed through Singapore and Hong Kong.



Displaced Capital Formation

High-growth enterprises use foreign holding companies for international funding.



The Da Nang IFC Initiative: A strategic imperative to build the specialized financial architecture required to onshore high-value capital services and fuel Vietnam's next phase of exponential growth.

Why This Matters Now

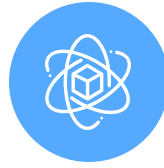
Vietnam requires hundreds of billions for infrastructure and energy. While global pension and sovereign wealth funds seek emerging market yields, domestic frameworks lack the specialized architecture to absorb this capital. The IFC bridges this critical gap.

The Institutional Imperative



Access vs. Capacity

Vietnam's next growth shifts focus from capital attraction to efficient absorption.



Global Liquidity

Global pension and sovereign wealth funds seek high-yield emerging markets.



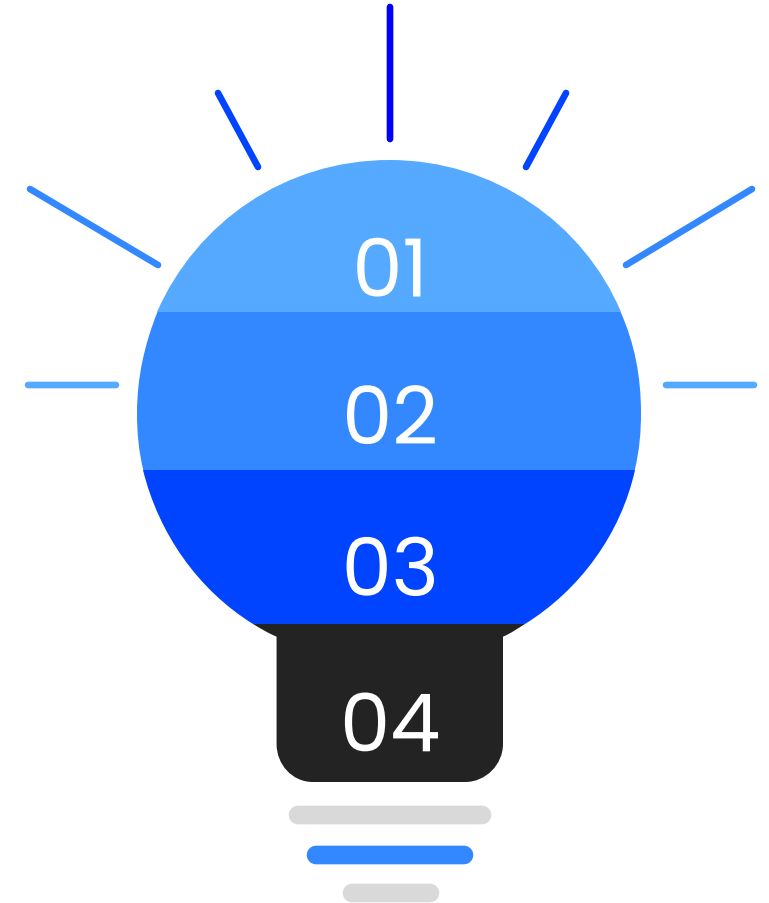
The Funding Requirement

Infrastructure and energy transitions require hundreds of billions in funding.



The Structural Bottleneck

Domestic frameworks lack specialized architecture to channel institutional capital.



Emergence of the Da Nang IFC

The Da Nang IFC is built upon undeniable economic momentum. As Vietnam transitions into a digital powerhouse, this specialized center serves as the critical gateway to absorb global capital, accelerate fintech integration, and sustain nation-leading growth.

Drivers of the Da Nang IFC

Vietnam has transformed from a manufacturing base into a digitally integrated, high-growth economy, driven by rapid adoption of digital financial services.

The Da Nang IFC capitalizes on this momentum, leveraging nation-leading expansion to build a next-generation gateway, illustrated by metrics below.



\$178B

Digital Transaction Scale

2025 digital payment value, proving immense fintech readiness.



9.18%

Da Nang Economic Growth

2025 GRDP growth, proving capacity as a regional hub.



\$39B

Digital Economy GMV

2025 valuation, ranking as the second-fastest growing SEA market.



81%

Advanced Tech Adoption

Daily AI interaction rate, signaling a highly tech-literate market.

Building an IFC in Vietnam

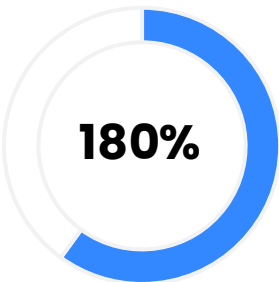
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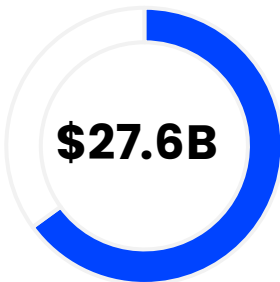
Vietnam's Growth Model

Vietnam is pivoting from a labor-driven manufacturing engine to a capital-intensive economy. Funding this next horizon of core infrastructure, green energy, and high-tech upgrading requires massive, long-term investments unlocked by deep global financial markets.

The Historical Engine



Trade-to-GDP Ratio



Record Disbursed FDI



Export-Oriented Manufacturing

Driven by highly competitive labor costs, macroeconomic stability, and deep integration into global supply chains.

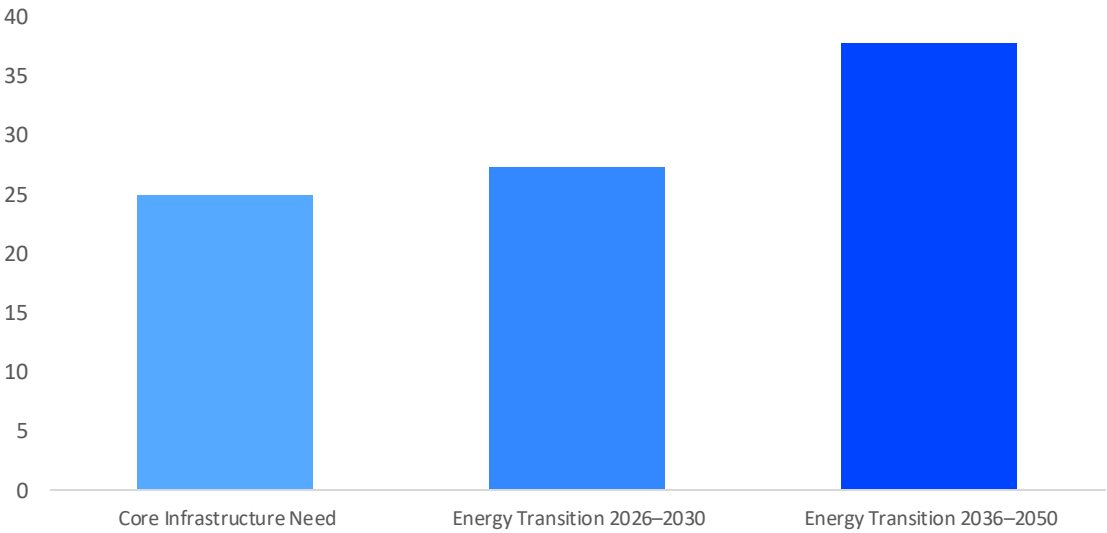


Asia's Manufacturing Hub

Labor-intensive model successfully established Vietnam as one of the fastest-growing export engines in the region.

The Next Horizon

Average Annual Capital Requirements (USD Billions)



Deep Capital Markets

Building global financial infrastructure.



Green Transition

Financing the net-zero pathway.



High-Value Upgrading

Funding advanced tech and infrastructure.

Bridging the Execution Gap

By integrating digital trust and standardized frameworks, the Da Nang IFC eliminates cross-border friction. This infrastructure transforms local potential into bankable assets, unlocking rapid, scalable capital deployment for global investors.

Strategic Pillars of Cross-Border Capital Velocity



Global Interoperability

Synchronizes domestic project data with international tier-one banking networks.

Bankable Structuring

Elevates local assets to meet rigorous reporting standards of global investors.

Deal Velocity

Slashes administrative time to clear complex cross-border M&A and syndication deals.

Verified Digital Trust

Deploys LEI for instant counterparty verification and automated AML screening.

Frictionless Capital Inflows

Removes regulatory bottlenecks, allowing international "dry powder" to deploy at scale.

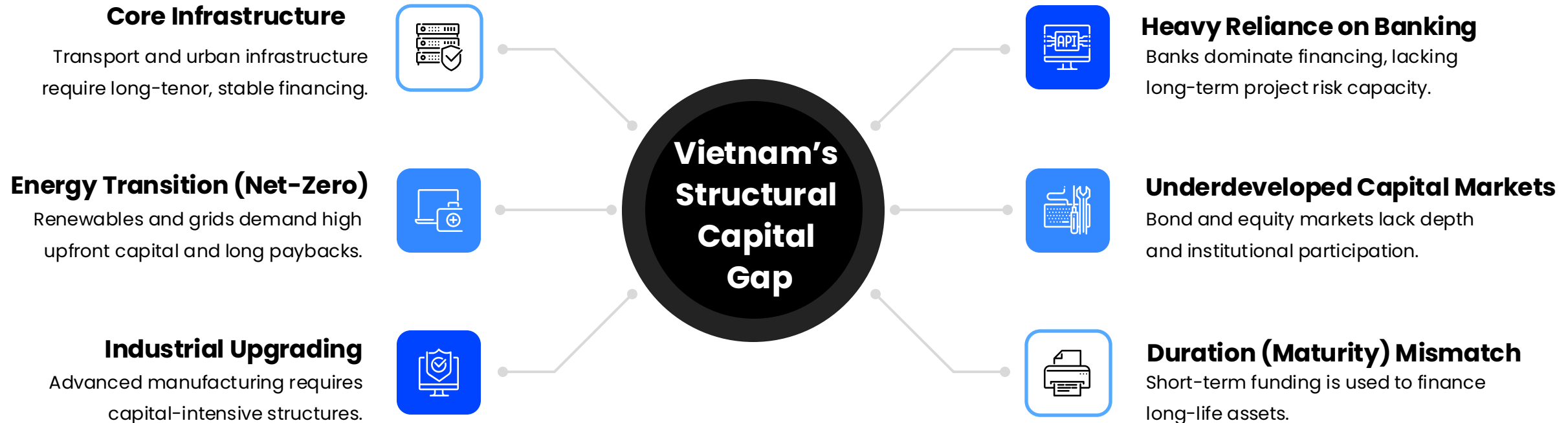
The Strategic Edge

Transforms Da Nang into an engine for sophisticated financial innovation.

The Structural Capital Challenge

A critical duration mismatch is stalling growth. Vietnam has abundant projects and global investor interest, but its traditional banking system cannot bridge the gap. We need sophisticated infrastructure to unlock cross-border institutional capital.

The Execution Gap



Vietnam does not lack ambitious projects or global investor interest. Our critical bottleneck is a duration mismatch. Short-term funding from traditional banks is forced to finance long-life assets. We need to unlock long-tenor, cross-border institutional capital to sustainably fund infrastructure and energy transitions.

Why IFC Exist?

Vietnam faces critical funding gaps for its net-zero and high-tech ambitions. The IFC serves as an institutional bridge, utilizing specialized legal frameworks and digital trust to channel global capital supply into long-term domestic infrastructure demand and growth.

The Institutional Bridge

Key Issues	The Source: Global Capital Pools	The IFC Engine: Strategic Gateway	The Destination: Vietnam's Horizon
Current challenge	- Fragmented access for Sovereign Wealth and Pension funds. - High-entry barriers for global institutional investors.	- Lack of specialized, internationally aligned legal frameworks. - Systemic "trust gap" in cross-border data verification.	- Critical funding gaps in large-scale national infrastructure. \$135B+ required for the Net-Zero energy transition (PDP8).
Market Evidence	- Trillions in "dry powder" globally allocated for Asian assets. - Shift toward high-yield, sustainable Emerging Market deals.	- Success of hubs like Singapore (MAS) and Dubai (DIFC). - Proven model for accelerating regional economic integration.	- High-growth potential in semiconductors and high-tech. - Direct path toward a high-income economic trajectory.



Specialized Legal Framework

International legal systems ensuring maximum protection for global investors.



Agile Regulatory Hub

Responsive policy frameworks designed for cross-border financial innovation.



Digital Trust (LEI)

Foundational identity standards automating compliance and eliminating operational friction.



Execution Velocity

Concentrated ecosystem accelerating deal-structuring and large-scale project funding.

Strategic Positioning of Da Nang

Unlike Hanoi's policy role and Ho Chi Minh City's commercial focus, Da Nang is strategically positioned as a controlled environment where new regulatory models, cross-border financial activities, and international partnerships can be tested without disrupting existing financial institutions.

Vietnam's Three-Hub Architecture

Ho Chi Minh City

COMMERCIAL CENTRE



Vietnam's main commercial financial center — scale and complexity central to stability, while experimentation is better suited elsewhere.

Da Nang

IFC CANDIDATE



Positioned as a third pillar focused on innovation, cross-border activity, and international standards — a bridge to global capital markets.

Hanoi

POLICY & GOVERNANCE



Anchors Vietnam's financial governance — policy, regulation, and supervision — supporting stability but less suited for rapid experimentation.

Why Da Nang for an IFC

1

Regulatory Sandbox & Controlled Experimentation

Successful IFCs often start as defined regulatory zones where new laws, products, and market practices can be safely tested.

2

International Grade Legal & Governance Framework

Da Nang offers a dedicated, internationally aligned framework for clear licensing, dispute resolution, and legal certainty.

3

Cross-Border Structuring & Capital Intermediation

Da Nang can host investment holdings, green finance, regional treasury centers — activities that currently move offshore.

4

Talent, Livability & Neutrality Advantage

Lower cost of living, high quality of life, and strong international connectivity attract global talent and neutral deal-making.

Key Strategic Focus Areas

The Da Nang IFC focuses on four future-proof pillars—Green Finance, Fintech, Digital Assets, and Domestic Structuring—designed specifically to capture trillions in global capital flows and connect Vietnam directly to international markets.

The Foundation Framework



Green & Transition Finance

Mobilizing long-term capital to fund Vietnam's \$400–\$500B energy transition, targeting 67+ GW of renewables and rapid offshore wind expansion.



Digital Asset & Tokenization

Capitalizing on global shifts by pioneering tokenized Real-World Assets (RWA) to seamlessly fund domestic infrastructure, real estate, and trade.



Fintech Innovation

Empowering Vietnam's fast-growing digital economy with efficient, cross-border financial services to capture the massive regional trade finance gap.



Cross-Border Capital Structuring

Onshoring Vietnam's financial value chain by providing sophisticated domestic deal structuring, significantly reducing historic reliance on Singapore and Hong Kong.

Why These Focus Areas?

To mobilize global capital, structure long-term risk, and connect Vietnam's real economy to international markets.

What This Enables

The local scaling of new instruments: green bonds, sustainability-linked loans, and tokenized assets.

Did you know?



The global market for tokenized real-world assets is projected to reach \$16 trillion by 2030, driven by infrastructure, real estate, and trade finance.

The Architecture of Trust

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The Hidden Infrastructure of Global Finance

Financial opacity creates massive friction, costing global institutions hundreds of billions and widening Asia's trade gap. By investing in standardized digital trust infrastructure, the Da Nang IFC eliminates these barriers to seamlessly attract tier-one capital.

Why Trust Infrastructure Matters?

Trust at scale requires verification. Every cross-border transaction must answer three critical questions:

01 Who is the counterparty?

Identity verification — KYC, ownership structures, beneficial owners



02 Are they compliant?

Sanctions screening, AML checks, regulatory standing



03 What risks are involved?

Credit, legal, jurisdictional — assessed before execution



The Real Cost of Financial Opacity

Opacity in financial systems is not just an inconvenience — it generates measurable, quantifiable friction costs that directly impede cross-border activity.

\$180–200B

per year

Global KYC Compliance Spend

Annual counterparty verification acts as a direct tax on trust.

Declining

relationships

Correspondent Banking Retreats

High compliance costs isolate emerging markets from cross-border payments.

\$1T+

trade finance gap

Asia's Unmet Trade Finance Need

Verification friction drives a \$1T+ Asian trade finance gap.

For Da Nang: investing in trust infrastructure — standardized ID, digital verification, interoperable data — directly reduces these friction costs, making the centre more attractive to global institutions.

The Entity Identification Problem

Fragmented identity is no longer just a back-office headache; it is a critical vulnerability. As global finance shifts to automated, real-time payments, inconsistent entity data drives massive operational friction and severe institutional risk.

The Fragmentation Problem

Fragmented Entity Identification



Entities appear under conflicting names across jurisdictions, crippling reliable identification.



Structural Change in Global Payments

The 2027 shift to structured data exposes critical flaws in legacy ID systems.



Real-Time Payments as the New Baseline

Faster transactions eliminate the window for manual checks, demanding machine-readable data.



API-First & Straight-Through Processing

Automated processing fails entirely when underlying entity data is ambiguous.

Core Issues



The Business Impact



Operational Inefficiency

Inconsistent data triggers manual reconciliation, delayed payments, and high systemic friction.



Elevated Institutional Risk

Poor entity identification obscures beneficial ownership and severely weakens global sanctions screening.



Massive Resource Drain

Institutions waste millions maintaining duplicative, siloed internal databases instead of adopting standards.

The Architect of Global Financial Identity

GLEIF establishes the essential regulatory foundation for global financial trust. By bridging public authorities and private markets using standardized open data, the LEI system actively reduces institutional compliance costs and secures millions of international corporate transactions daily.

The Global Identity Framework

The Foundation of Global Financial Trust



GLEIF is a not-for-profit foundation established by the Financial Stability Board. It safeguards the Global LEI System, acting as the neutral bridge between public authorities and private markets.



Supranational Oversight

Governed by the Regulatory Oversight Committee of regulators and central banks.



Open Data Infrastructure

Manages the Global LEI Index—a standardized corporate identity repository.

The Impact of Standardization



10%

Estimated reduction in global client onboarding and compliance costs for financial institutions utilizing standardized LEI data.



100%

Provides definitive, universally recognized answers to "who is who" and "who owns whom" without jurisdictional ambiguity.



3M+

Over 3 million legal entities worldwide currently utilize the LEI as their standardized passport for cross-border transactions.

The Legal Entity Identifier (LEI)

Digital trust is the prerequisite for market velocity. By deploying the LEI as a universal foundation, we automate complex compliance and eliminate operational friction, directly accelerating cross-border M&A and tier-one global capital flows.

The "Financial Architecture Stack"

Banks, Capital Markets, Trades	
The Visible Market Top Layer	 Accelerates cross-border M&A, large-scale institutional fundraising, and frictionless global deal execution.
Regulatory Reporting, AML/KYC	
Risk & Compliance Frameworks Middle Layer	 Automates complex counterparty compliance screening and instantly aligns with global financial regulations.
Counterparty ID, Data Verification	
Digital Trust Infrastructure The Foundation	 The LEI acts as the definitive 20-character global "Master Key," standardizing and verifying corporate identity.

The Strategic Impact of LEI



Unmasking Ownership

Instantly maps complex corporate structures to reveal ultimate parent entities and counterparty risk.



Global Standardization

Replaces fragmented local tax IDs with one universally verified digital fingerprint.



Execution Velocity

Eliminates manual verification, slashing operational friction for tier-one cross-border deals.

Why This Matters for Emerging FC

Digital trust is Da Nang's ultimate competitive edge. By prioritizing standardized data infrastructure over traditional incentives, the IFC ensures immediate global interoperability, allowing tier-one investors to deploy capital with unprecedented speed and confidence.

The Global Interoperability Choice

200+

Global regulations mandate the LEI as the universal standard for transparency and institutional participation.

50%

Standardized onboarding removes the manual hurdles that typically stall cross-border deal execution.

100%

Guarantees entity verification, providing global lenders with transparency required to deploy capital safely.



Beyond Traditional Incentives

Tax breaks and infrastructure are no longer sufficient to attract sophisticated institutional capital.



Digital Trust as the Driver

The LEI provides the "Digital Trust" infrastructure that drives high-value capital allocation and investor confidence.



Native Interoperability

Adopting global standards ensures seamless connectivity with financial ecosystems in Singapore, Hong Kong, and London.

Questions & Discussion

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Contacts Us

Partner with Dealflow to navigate your next transaction with confidence, clarity, and results.



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