



ASIAN-PACIFIC  
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UNION

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# **Postal regulatory framework in Vietnam: An overview**

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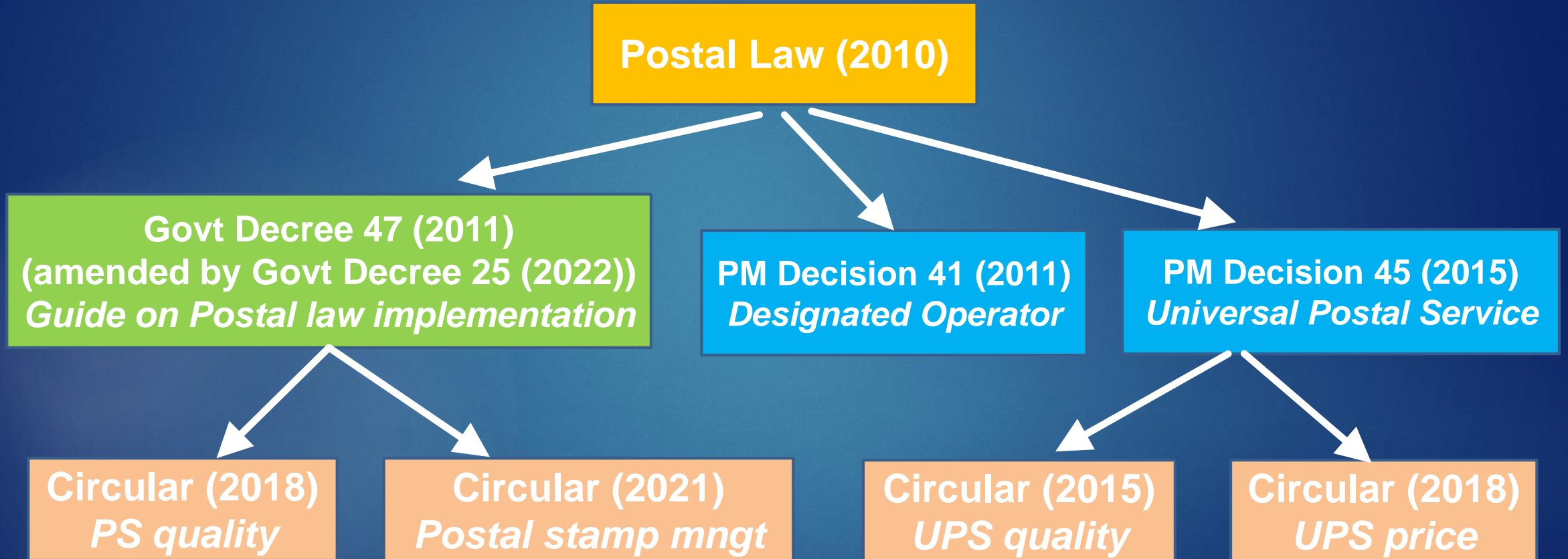
# Postal regulatory framework in Vietnam



- Before 1997: State monopoly + Corporate monopoly (*only one state-owned company in the postal market*)
- Period 1997 - 2001: State monopoly (*only state-owned companies in the postal market*)
- Period 2002 - 2011: Open postal market (*all companies, including FDI companies with their capital portion limited at 51%*)
- From 2012: Totally open market

**→ Reducing monopoly + Opening market**

# Postal regulatory framework in Vietnam





# Recent regulatory changes in Vietnam

- Clarification of postal license scope for providing service
- Postal license revocation procedure
- Postal security improvement
- Simplification of administrative procedures for postal licensing

**→ Amendment in the Govt Decree 25 (2022)**

# Planned regulatory changes in Vietnam

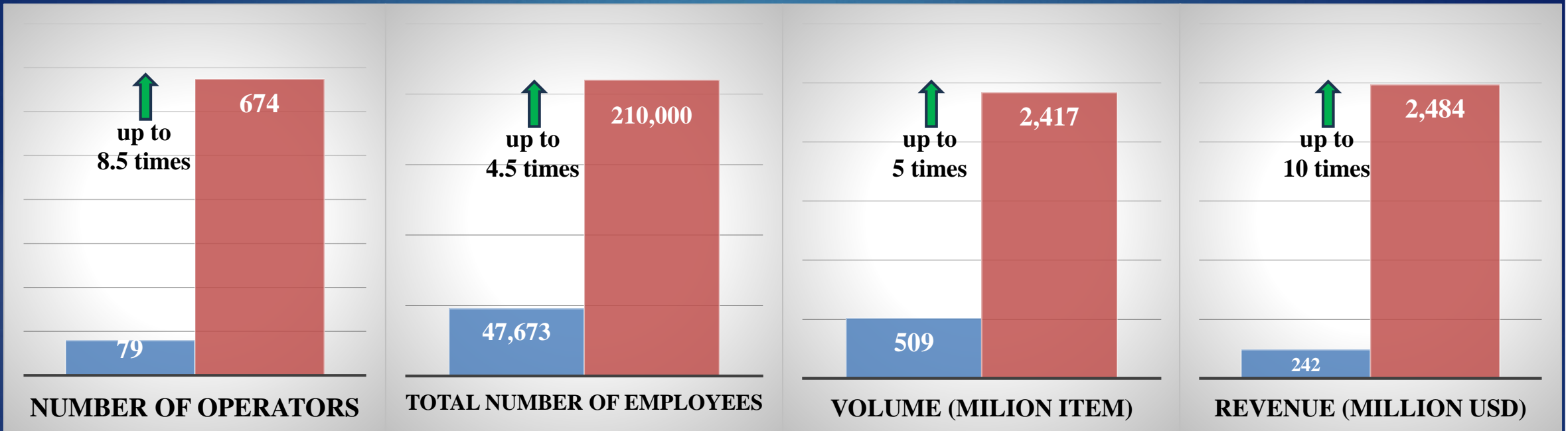


- Amendment of the postal law (2010)
  - Definition of postal service (different from the transportation service)
  - Scope of postal service vs parcel service
  - Licensing condition for postal service, parcel service
  - Scope of universal postal service
  - Postal security, quality, price
  - “Technology” postal operator licensing
  - ...



**New Postal Law**

# Impact of the postal reforms to the economy



Vietnam postal market 2012-2023



# Expected impact of the reforms to the economy



- Growth of the postal industry
- Leverage to the e-commerce
- Enabling online public services
- Administrative reforms





# Future outlook for the postal sector

- Postal sector becoming a critical infrastructure of the country, of the digital economy, especially of the e-commerce
- Widening the postal service “ecology system”, creating new business scope
- Supporting digital government, digital society



# Goals for the postal sector in 2025

- Annual CAGR of the postal service for e-commerce: 30%
- Postal market volume in 2025: 5 billion items
- Postal network: 27.000 postal service points with Internet connection
- E-commerce platforms operated by postal operators
- Online reports by postal operators
- Widening UPS scope
- 2IPD improvement



## Some issues for discussion

- UPS mail volume keeps declining
- Postal market share of the DO by volume declining
- Market share of the DO by e-commerce item volume very small and declining
- Fair competition among postal operators
- Postal security



**THANK YOU**