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SEMIEXPO VIETNAM

Powering Vietnam's Semiconductor Ambition

7-8 November 2025 | VinPalace Co Loa, Hanoi, Vietnam



H.E. Mr. Kees Van Baar

Ambassador

**Embassy of the Kingdom of
the Netherlands in Vietnam**

Interview with



Kingdom of the Netherlands

SEMIEXPO Vietnam 2025 Supporting Partner & Industry Networking Night Co-Host

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Vietnam's semiconductor industry has seen remarkable growth in recent years, supported by new government policies that encourage domestic participation. In your view, how can these initiatives help strengthen local industry capabilities and integration into the global semiconductor ecosystem, and what key challenges remain ahead?

Vietnam's recent policies encourage domestic companies to join the global semiconductor supply chain, including by working with Dutch companies. This aligns well with the reality that the semiconductor value chain is much broader than just a few global giants and that, instead, it offers opportunities for businesses of all sizes. For example, about 80% of the bill of materials of ASML machines is manufactured by their suppliers. More broadly across the semiconductor sector in the Netherlands, hundreds of smaller suppliers together contribute 41% of the industry's revenue and 59% of its employment.

This is why we co-hosted at SEMIEXPO Vietnam 2025 a number of activities to connect global buyers with Vietnamese suppliers in semiconductor equipment manufacturing. Still, challenges remain in bridging the gap between industry requirements and local capabilities, including skills, product quality, reliability, and IP protection practices. However, with a focused approach by identifying niche markets, partnering with the right customers, and investing in talent development, Vietnamese companies can gradually expand their role in the global semiconductor ecosystem.

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Talent shortage remains one of the most pressing issues in Vietnam's high-tech sector. What steps do you believe are essential for Vietnam to nurture a highly skilled semiconductor workforce that can meet the needs of both local and international investors?

A strong semiconductor workforce includes both academic experts and hands-on practitioners. For instance, semiconductor equipment manufacturing requires skills in precision mechanics, complex electronics, critical processes, cleanroom operations, and advanced supply chain management. Talent is the backbone of every successful semiconductor hub, and the Netherlands' experience shows the importance of strong industry-academia cooperation to align training with industry needs.

In this context, we are very pleased with the growing bilateral cooperation in talent development, including the participation of Vietnamese students in the Eindhoven Semicon Summer School and the new Netherlands-Southeast Asia Semiconductor Short Talent Programme.

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As global companies explore new investment destinations, what do you think makes Vietnam attractive to Dutch semiconductor firms, and how does the experience of the Netherlands' value chain offer insights into positioning Vietnam more competitively in the global market?

Vietnam benefits from a young and cost-effective work force, a strategic location, and strong regional and global integration through FTAs. Resultantly, Dutch companies in the semiconductor equipment manufacturing value chain have found their way to Vietnam, including Besi, VDL ETG, Tecnotion and Lucassen Precision Asia. As Vietnam continues to address its existing challenges and builds on its achievements, we expect more Dutch companies to follow.

To sustain this momentum, Vietnam needs to continue improving regulatory clarity - such as in customs procedures, strengthening IP protection, and further upgrading infrastructure, particularly in energy and digital domains. A key priority should be establishing an effective **one-stop shop** with English-speaking officials who can support investors from early exploration through operations. Without this, Vietnam risks losing ground to competitors that already provide such streamlined support.

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Events like SEMIEXPO Vietnam bring together government, academia, and industry under one roof. From your perspective, how can such platforms contribute to advancing Vietnam's ambition to become a key player in the global semiconductor ecosystem?

The Netherlands brings deep experience from a highly interconnected ecosystem - home to companies like ASML, NXP, Besi and a vast network of precision manufacturers. Our experience shows that success comes from cohesive ecosystem development, where industry, academia, and government work closely together in geographically concentrated hubs. Vietnam can benefit from building similar hubs that bring all stakeholders into one collaborative environment.

Platforms like SEMIEXPO Vietnam can effectively contribute by creating space for continuous dialogues. They allow Vietnam to signal its commitment, coordinate priorities, and accelerate international partnerships. For Dutch companies, they provide valuable insights into Vietnam's capabilities and visions.

The semiconductor industry is truly global, with products crossing borders up to 70 times, so international collaboration is key. The Netherlands actively supports Vietnam in expanding its roles in the value chain, contributing to a more diverse and resilient global supply. This is why we proudly contributed to SEMIEXPO Vietnam 2025.

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