

Exploring Opportunities in Vietnam – Cross-sectoral Business Mission

19 to 26 November 2019



Organised by
OAV – German Asia-Pacific Business Association

BACKGROUND

Since its founding in 1900, the OAV-German Asia-Pacific Business Association has developed into a strong network for German enterprises with a common interest in doing business in and with the nearly 30 countries in the Asia-Pacific region. Today more than 800 members are part of OAV. They include enterprises from across Germany and from all sectors, such as large industrial groups, medium-sized manufacturing companies, trading houses, banks, insurance companies, service providers and start-ups.

OAV offers both experienced companies as well as newcomers to these dynamic markets in the Asia-Pacific region the ideal platform for cross-industry exchange of experience and a comprehensive range of practical services. OAV members stay up-to-date with our regularly information sessions on economic and political developments, meet key decision makers from Asia at business roundtables, obtain expert advice in workshops and webinars and gain first hand insights at our business missions. Our regular publications and newsletters cover a wide range of business topics related to Asia-Pacific.

Next year will mark a very special year for OAV: In 2020 we celebrate our 120th anniversary and the 100th Ostasiatisches Liebesmahl, Germany's most prestigious and festive networking event gathering key business and political leaders, Asian and German diplomats to exchange and to network. More than 350 high-ranking guests are expected to attend our evening gala at the festive Townhall of Hamburg. Among other speakers, Federal President of Germany, Frank-Walter Steinmeier, as well as Joe Kaeser, President and Chief Officer of Siemens AG, will give a speech. Furthermore, there will be an exclusive concert at the world-renowned Elbphilharmonie on the eve of the 100th Ostasiatisches Liebesmahl.

MISSION PURPOSE

Germany and Vietnam enjoy close relations. Based on a deepening diplomatic exchange, strong connections between the two societies and many promising projects like the 'Deutsches Haus' and 'Bildungscampus Deutschland' in Ho Chi Minh City, both countries see themselves as strategic partners. Economic ties are developing very dynamically: Germany is by far Vietnam's largest trading partner in the EU. The bilateral trade volume, which has been rising steadily in the past years, reached an all-time high in 2018 with nearly 13.9 billion Euro. The EU Vietnam Free Trade Agreement creates a momentum that should be powerfully used by both sides. Vietnam has a lot to offer for German companies. It combines high growth rates with a geographically favorable position in the vibrant ASEAN-region and an investor-friendly government. In addition, there is a steady increase in income of a sizeable population of 96 million. So far Vietnam is very much dependent on exports and a limited number of major foreign investors. In future, greater attention should be paid to the internal strengths and the development of competitive Vietnamese firms and supplier networks. German companies from many sectors with their state-of-the-art technology and proven expertise are the ideal partners for this long-term endeavor.

OAV has always been committed to the creation of a mutually beneficial economic exchange. We hope that this business mission for OAV members and partner organisations will contribute to foster economic relations and open up new business opportunities.



Almut Röbner
Executive Member of the Board

Monday, 18.11.2019

Flight to Ho Chi Minh City

Tuesday, 19.11.2019

HO CHI MINH CITY

Early morning

Arrival in Ho Chi Minh City and individual transfer to hotel
Sofitel Plaza Hotel, 17 Le Duan, Ben Nghe, Quan 1, Ho Chi Minh City

09:00 hrs–10:00 hrs

Welcome by
• **Mr. Horst Geicke**, Chairman,
Legal Representative and Investor of Deutsches Haus Ho Chi Minh City and by OAV Delegation Head
and Tour of Deutsches Haus Ho Chi Minh City
Foyer, Deutsches Haus, 33 Le Duan, Ben Nghe, Quan 1, Ho Chi Minh City

10:00 hrs–12:00 hrs

Briefing Session

Welcome by
• **Dr. Josefine Wallat**,
German Consul General

Country Briefing

- **Ms. Frauke Schmitz-Bauerdick**,
GTAI Director Vietnam
- **Mr. Oliver Regner**, Executive Director
of European Chamber of Commerce

- **Mr. Jean-Jacques Boufflet**, Vice Chairman
of European Chamber of Commerce
- **Ms. Marta Bettinazzi**, IP Business Advisor,
South-East Asia IPR SME Helpdesk
*Conference Room, 2nd Floor, Deutsches Haus,
33 Le Duan, Ben Nghe, Quan 1, Ho Chi Minh City*

12:00 hrs–13:30 hrs

Networking Lunch sponsored by
Deutsches Haus Ho Chi Minh City
*“Berlin” Restaurant, Deutsches Haus, 33 Le Duan,
Ben Nghe, Quan 1, Ho Chi Minh City*

14:00 hrs–15:30 hrs

Company Visit: VinaCapital Group

Welcome remarks by
• **Don Lam**, Co-Founder and CEO, VinaCapital
• **Mr. Michael Kokalari**, Chief Economist,
VinaCapital
• **Mr. Khanh Tran**, Partner, VinaCapital Ventures
• **Mr. Hieu Do**, Senior Vice President, Real Estate
Investments, VinaCapital
115 Nguyen Hue, Ben Nghe, Quan 1, Ho Chi Minh City

16:00 hrs–17:30 hrs

Optional: City tour OR Refreshment at Hotel
*Sofitel Plaza Hotel, 17 Le Duan, Ben Nghe,
Quan 1, Ho Chi Minh City*

18:30 hrs

Delegation reception with local representatives
of OAV member companies, Vietnamese start-up
companies and selected European business
representatives
*Hotel des Arts Saigon – MGallery, 76-78 Nguyen
Thi Minh Khai, Phuong 6, Quan 3, Ho Chi Minh City*

Wednesday, 20.11.2019	HO CHI MINH CITY
9:00 hrs– 9:30 hrs	Transfer by bus to TOONG VISTA VERDE
9:30 hrs– 11:30 hrs	<p>Visit of co-working space and update on Vietnam's thriving start-up scene by</p> <ul style="list-style-type: none"> • Ms. Phi Van Nguyen, Chairwoman of Vietnam Angel Network, Chairwoman of Open Innovation Vietnam, Member of Steering Committee of Project 844 by Ministry of Science & Technology <p><i>TOONG VISTA VERDE, Floor 1, Faifo Lane, 2 Phan Van Dang, Thanh My Loi ward, District 2, Ho Chi Minh City</i></p>
12:00 hrs– 13:30 hrs	<p>Working lunch</p> <p>Legal briefing on “Conditions for market entry in the service sector of Vietnam” by</p> <ul style="list-style-type: none"> • Dr. Jörg-Michael Scheil, Partner, Chief Representative, SCHULZ NOACK BÄRWINKEL, Rechtsanwälte PartmbB <p>and</p> <p>Testimonial on a successful market entry by</p> <ul style="list-style-type: none"> • Mr. Alexander Ziehe, Director of Business Development Asia-Pacific, Viessmann Werke GmbH & Co. KG <p><i>Restaurant (tbc), District 2, Ho Chi Minh City</i></p>

14:30 hrs– 16:00 hrs	<p>Site visit: Tan Thuan Export Processing Zone</p> <p><i>TTC conference hall, 2nd floor of TTC Building, Tan Thuan EPZ. Tan Thuan Dong Ward, District 7, Ho Chi Minh City</i></p>
16:00 hrs– 16:30 hrs	<p>Company Visit of Pepperl+Fuchs Vietnam</p> <p><i>Lot S12-16A. Street 20. Tan Thuan EPZ. Tan Thuan Dong Ward, District 7, Ho Chi Minh City</i></p>
16:45 hrs– 17:30 hrs	<p>Briefing about Business & Investment Opportunities in Central Vietnam by</p> <ul style="list-style-type: none"> • Mr. Hoang Thuy Duong, KPMG & Central Vietnam Delegate Community Building for EuroCham <p><i>TTC conference hall, 2nd floor of TTC Building, Tan Thuan EPZ. Tan Thuan Dong Ward, District 7, Ho Chi Minh City</i></p>
17:30 hrs– 18:30 hrs	Transfer by bus to the airport
20:00 hrs– 21:20 hrs	Transfer by aircraft to Da Nang with Vietnam Airlines VN142
21:50 hrs– 22:20 hrs	<p>Airport pick-up and transfer to delegation hotel Da Nang: Meliá Danang Beach Resort</p> <p><i>No 19, Truong Sa Street, Hoa Hai Ward, Ngu Hanh Son District, Danang</i></p>

Thursday, 21.11.2019		DA NANG
08:00 hrs– 09:30 hrs	Transfer by bus to THACO Chu Lai	
09:30 hrs– 11:30 hrs	Company visit: Thaco, Bus production plant Hamlet #4, Tam Hiep Commune, Nui Thanh District, Quang Nam Province	
11:30 hrs– 12:30 hrs	Lunch	
12:30 hrs– 13:00 hrs	Transfer by bus to Messer Group Gas Production Plant & Hoa Phat Steelwork	
13:00 hrs– 14:30 hrs	Company Visit of Messer Group Gas Production Plant & Hoa Phat Steelwork Messer Dung Quat, Binh Dong, Binh Son, Quang Ngai	
14:30 hrs– 16:00 hrs	Transfer by bus to VinEco Agriculture project	
16:00 hrs– 17:30 hrs	Company Visit of VinEco Agriculture project Binh Minh, Thang Binh District, Quang Nam Province 52000	
17:30 hrs– 18:00 hrs	Transfer by bus to Hoi An	

Evening	Walking tour Hoi An Transfer back to hotel	
	Dinner at Restaurant Mango Mango Hoi An 45 Nguyen Phuc Chu, Hoi An	
Friday, 22.11.2019		DA NANG
09:15 hrs– 09:30 hrs	Transfer by bus to Investment Promotion Agency Danang	
09:30 hrs– 10:45 hrs	Meeting with Investment Promotion Agency Danang 2nd floor of Da Nang Administration Center, No. 24 Tran Phu Street, Da Nang	
10:45 hrs– 11:00 hrs	Transfer by bus to mgm technologies	
11:00 hrs– 12:00 hrs	Company visit of web applications development company mgm technologies and experience sharing with <ul style="list-style-type: none"> • Mr. Frank Müller, Country Director Vietnam, Country Director Vietnam 7 Pasteur, Hai Chau 1, Hai Chau, Da Nang 	
12:00 hrs– 13:00 hrs	Transfer by bus with Lunch on bus to Groz-Beckert Vietnam	

PROGRAMME FOR OAV DELEGATION TO VIETNAM

13:00 hrs– 14:30 hrs	Company visit of Groz-Beckert Vietnam followed by a presentation of vocation training programme by <ul style="list-style-type: none"> • Mr. Gerd Teufel, General Director Groz-Beckert • Mr. Peter Härting, Manager Vocational Training <i>QL14B, Dai Nghia, Dai Loc, Quang Nam</i>
14:30 hrs– 15:30 hrs	Transfer by bus to airport
17:10 hrs– 18.25 hrs	Transfer by aircraft to Haiphong with VietJet Air VJ724
19:00 hrs– 19:20 hrs	Airport pick-up and transfer to delegation hotel Haiphong: Avani Hai Phong Harbour View <i>12 Tran Phu, May To, Ngo Quyen, Haiphong</i>

Saturday, 23.11.2019 HAIPHONG

08:00 hrs– 09:30 hrs	Networking breakfast with local North-Eastern Chapter Delegates of the European Chamber of Commerce in Vietnam and Welcome by <ul style="list-style-type: none"> • Mr. Hans Kerstens, Head of Sales and Marketing at DEEP C Industrial Zones Vietnam and Head of North-Eastern Chapter of the European Chamber of Commerce of Vietnam <i>Avani Hai Phong Harbour View, 12 Tran Phu, May To, Ngo Quyen, Haiphong</i>
09:30 hrs– 10:00 hrs	Transfer by bus to Vietnamese Chamber of Commerce and Industry Haiphong

19. – 26. NOVEMBER 2019

10:00 hrs– 11:30 hrs	Meeting with Vietnamese Chamber of Commerce and Industry Haiphong <i>10 Dinh Tien Hoang Street, Minh Khai, Hong Bang, Haiphong</i>
11:30 hrs– 13:30 hrs	Tour of Deep C Industrial Zone and Harbour
Afternoon	Individual free time
Evening	Overnight stay in Haiphong <i>Avani Hai Phong Harbour View, 12 Tran Phu, May To, Ngo Quyen, Haiphong</i>

Sunday, 24.11.2019 HAIPHONG

Sunday	No official delegation programme: Optional visits to Cat Ba Island or Ha Long Bay
Evening	Overnight stay in Haiphong <i>Avani Hai Phong Harbour View, 12 Tran Phu, May To, Ngo Quyen, Haiphong</i>

Monday, 25.11.2019 HANOI

07:30 hrs– 08:30 hrs	Breakfast with <ul style="list-style-type: none"> • Mr. Vo Quang Hue, Deputy CEO at Vingroup JSC <i>Avani Hai Phong Harbour View, 12 Tran Phu, May To, Ngo Quyen, Haiphong</i>
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08:30 hrs– 09:15 hrs	Transfer by bus to Vinfast Haiphong
09:15 hrs– 10:30 hrs	Company visit of VinFast Haiphong (Body shop and General Assembly shop/Car) <i>Dinh Vu – Cat Hai Economic Zone, Cat Hai Island, Haiphong</i>
10:30 hrs– 11:00 hrs	VinFast Test Drive <i>Dinh Vu – Cat Hai Economic Zone, Cat Hai Island, Haiphong</i>
11:00 hrs– 12:40 hrs	Transfer by bus to Almaz Center, Vinhomes Riverside, Long Bien, Hanoi
12:40 hrs– 14:00 hrs	Networking lunch with Vietnamese start-ups and selected German companies sponsored by VinGroup with special Guest Speakers <ul style="list-style-type: none"> • Dr. Guido Hildner, German Ambassador Vietnam • Mr. Philipp Rösler, Chairman of the Advisory Board of VinaCapital Ventures • Mr. Marko Walde, Chief Representative of Delegate of German Industry and Commerce in Vietnam/GBA <i>Tunglokheen Restaurant (Chinese food) – Almaz Center – Vinhomes Riverside, Long Bien, Hanoi</i>
Afternoon	Transfer to FPT Software Headquarters

Afternoon **Company visit of FPT Software Headquarters**
Location: tbc

Tuesday, 26.11.2019		HANOI
Noon	Meeting with <ul style="list-style-type: none"> • H.E. Minister Nguyen Chi Dung, Ministry of Planning and Investment <i>6B Hoang Dieu, Quan Thanh, Ba Dinh, Hanoi</i> Meeting with <ul style="list-style-type: none"> • Meeting with Deputy Minister H.E. Do Thang Hai, Ministry of Industry and Trade <i>54 Hai Ba Trung, Hoan Kiem, Hanoi</i> 	
14:00 hrs– 15:30 hrs	Company Visit of T&T Group Corporation JSC <i>2A Pham Su Manh, Phan Chu Trinh, Hoan Kiem, Hanoi</i>	
16:00 hrs– 17:00 hrs	<i>Transfer by bus to Hilton Hanoi Opera</i> Press conference with local journalists <i>Hilton Hanoi Opera, 1 Le Thanh Tong, Phan Chu Trinh, Hoan Kiem, Hanoi</i>	
Evening	End of programme and individual departure	

COMPANIES PARTICIPATING IN THE DELEGATION

17	OAV – German Asia-Pacific Business Association	Almut Rößner
19		Philipp Rösler
21	Deutsches Haus Ho Chi Minh City	Horst Geicke
23	BASF Vietnam Co., Ltd.	Frederick Raymundo Contreras
25	DZ Bank AG	Steffen Philipp
27	GerBan Fibres Ltd.	Dinh Van Anh
29	Germany Trade and Invest (GTAI)	Frauke Schmitz-Bauerdick
31	GERMELA Law LLP	Erik Ahrens
33	HDI Global SE	Alexander-Nicolai Neumann
35	HIW Hamburg Invest Wirtschaftsförderung mbH	Stefan Matz
37	HPP Architekten GmbH	Jens Michael Kump
39	KfW IPEX-Bank GmbH	Elisabeth Ostermünchener

COMPANIES PARTICIPATING IN THE DELEGATION

41	Landesbank Baden-Wuerttemberg, Singapore Branch	Marc Philippe Schlatter
43	Landesbank Baden-Wuerttemberg – LBBW	Tong Thi Hai Long
45	SAP Vietnam	Josephin Galla
47	Schulz Noack Bärwinkel Rechtsanwälte PartmbB	Mark-Alexander Huth
49	Schulz Noack Bärwinkel Rechtsanwälte PartmbB	Jörg-Michael Scheil
51	Schulz Noack Bärwinkel Rechtsanwälte PartmbB	Leif Dustin Schneider
53	Singaporean-German Chamber of Industry and Commerce (SGC)	Markus Leichum
55	WENGERT AG Equity Holding	Georg Wengert
57	Witte Group GmbH & Co. KG	Thorsten Stelly
59	Witte Group GmbH & Co. KG	Wolfgang Schmitz-Heinen

Almut Rößner

Executive Member of the Board

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**Head of delegation**

Almut Rößner joined OAV in February 2019 as Executive Member of the Board. Before relocated to Hamburg, she was stationed +10 years in Asia: After working and studying in China on the EU-China Manager Exchange and Training Programme, she moved to Vietnam in 2010, where she worked as Chief Representative of Xella Baustoffe GmbH introducing innovative energy-efficient building solutions to projects like the Vietnam Headquarter of the United Nations. In 2015, she joined the European Chamber of Commerce in Vietnam as Executive Director. She helped to grow the organisation to +1.100 members with 3 regional chapters and winning the Best Large Chamber Award in Asia-Pacific in 2017. Prior to residing in Asia, Ms Rößner was involved in on various market entry and M&A projects for the Haniel Group covering China, Indonesia, Malaysia, Thailand and Singapore. She also worked for 2 years as Business Development Manager in Ireland and Management Consultant in Austria.

Ms Rößner holds a Masters in International Business and Cultural Studies of South-East Asia from Passau University and speaks English, Indonesian, French and Vietnamese.

Dr. Philipp Rösler

As a former German politician who was the Federal Minister (2009–2013) of Economics and Technology and Vice Chancellor of Germany, Dr Philipp Rösler has been actively involved technology and startups for more than a decade. During his time in government, Philipp fostered the High-Tech Gründerfonds (HTGF), a German technology start-up fund. Since 2005, the fund has successfully launched more than 500 high-tech companies. In addition to EUR 892.5 million from their own funds (HTGF I, HTGF II and HTGFIII), to date more than EUR 1.9 billion in additional capital has been raised into the portfolio in about 1,400 follow-on rounds of financing. Moreover, HTGF has successfully sold interests in more than 100 companies. Investors in this public-private partnership are the Federal Ministry for Economic Affairs and Energy, KfW banking group, and 17 commercial enterprises.



Following his service in government, Philipp joined the managing board of the World Economic Forum in Switzerland, where he was responsible for its regional activities (e.g., World Economic Forum East-Asia) among many other functions. During that time, he initiated the close cooperation between Vietnam and the World Economic Forum, with a particularly focus on the Fourth Industrial Revolution in Vietnam. Since December 2017, Philipp has served as CEO of the Hainan Cihang Charity Foundation.

Horst Geicke

Chairman & CEO

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Horst Geicke is Chairman, CEO and Co-Investor of the Deutsches Haus Ho Chi Minh City.

Deutsches Haus is a pioneering premium grade office tower strategically located on the corner of Le Duan and Le Van Huu Street, directly in the heart of Ho Chi Minh City. The 25-storey building consists of approx. 30,000 net sqm of prime office real estate. The building is home to the Consulate General of the Federal Republic of Germany, making it the destination for German institutions and companies and promoting German and Vietnamese relations.

Frederick Raymundo Contreras

Managing Director

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Frederick Contreras is Managing Director of BASF Vietnam starting September 1st, 2019.

Before Frederick Contreras was Regional Business Manager for Components of the Fuels and Lubricants. BASF Vietnam is a chemical company. BASF offers solutions to Vietnam's key industries, including agriculture, construction, automotive, footwear, paint & coatings and electric & electronics. BASF sales to customers in Vietnam were approximately EUR 331 million in 2018. Further info is available on the Internet at www.basf.com/vn

Steffen Philipp

Vice President

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Steffen Philipp has been working in DZ BANK's international division since 2005 and now holds the responsibility for export financings in the ASEAN region. He has been a member of OAV since 2006 and is part of its Young Leaders. Mr. Philipp holds a Master's Degree in Business from University of Bayreuth.

As an internationally oriented corporate bank DZ BANK provides its customers with the full range of corporate finance products to fund both operations and investments. In Asia DZ BANK maintains branch offices in Singapore & Hong Kong.

„It is my expectation to meet interesting new clients.“

Dinh Van Anh

Vietnam Representative

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Haque Chamber
Dhaka-1205, Bangladesh

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www.wgc-bd.com



„I am working with Gerban Fibers Ltd (A factory-Joint Venture between mainly Wilhelm Clasen in Hamburg and Nowapara Bangladesh) for more than years for Vietnam market in raw jute, jute yarn, jute bag, we are glad this market is more developed especially with automobile manufacturers such as Thaco and Vinfast who are now the volunteers in this industry in Vietnam and will be updated by our products such as cut jute and cut jute sliver will be one of their interest for car parts.“

Frauke Schmitz-Bauerdick

Director

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Since 2017 Dr. Frauke Schmitz-Bauerdick is reporting on the Vietnamese economy for Germany Trade and Invest (GTAI), the foreign trade and investment promotion agency of the German Ministry of Economics. Prior to joining the Hanoi Office Frauke covered Asian legal and business affairs for GTAI Germany, focusing on China, India and Vietnam.

Erik Ahrens

Head of Asia Desk

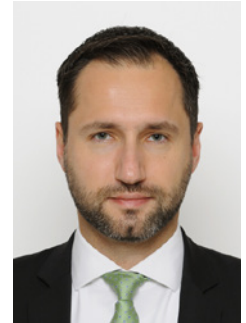
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Mr. Ahrens is an experienced German lawyer and specializes in advising internationally active companies in commercial and corporate law as well as foreign trade law. He advises companies on entering foreign markets, especially in relation to the markets of Asia. He is a member of the Asia Committee of the Hamburg Chamber of Commerce as well as a he lectures corporate law at the University of Applied Sciences Hamburg. GERMELA Law advise international active companies and individuals in all legal and tax issues related to their international businesses; from 2020 also with an office in Vietnam.

Alexander-Nicolai Neumann

CFO/Deputy CEO Finance and
Accounting

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Mr. Neumann is an expatriate of HDI Global SE with over 15 years of experiences in the insurance industry. His current position is CFO/Deputy CEO Finance & Accounting at PVI Holdings, Vietnam. Prior to this he was a project manager and specialist for Mergers & Acquisitions incl. Post Merger Integrations for and in various countries.

As part of the Talanx Group, HDI Global SE has been one of the leading insurers of corporations, industrial companies and SMEs for decades and is a major shareholder of PVI Holdings. HDI Global SE has the aim to be a leading general insurer in the ASEAN region.

Stefan Matz

Director International Investments

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Hamburg Invest is the one-stop agency for national and international investment in Hamburg as well as the central partner of Hamburg's business sector on all topics relating to business development. We offer a wide range of services for small and medium-sized enterprises in particular. We promote Hamburg as a business location on both national and international levels.

Stefan Matz, (born 1963): In 1995, he started to work for HWF as Area Manager for China, Japan and USA until 2004. Since 2004, he is working as HIW Director International Investments, promoting Hamburg as worldwide business hub.

Jens Michael Kump

Partner

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HPP is one of the largest and most successful architectural partnerships in Germany and has a history for 86 years. With its Headquarters in Dusseldorf, HPP has 8 offices in Germany, including Berlin, Frankfurt and Hamburg, and 4 overseas branches in Turkey and China, including Shanghai, Beijing and Shenzhen, with approximately 500 excellent designers, over 100 of which are in China.

Jens Kump, Architect, Partner, with more than 20 years of professional experience, since 2006 for HPP in Shanghai, responsible for Architecture and Urban Planning projects in China.

Elisabeth Ostermünchner

Director / Industries & Services

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Elisabeth Ostermünchner joined KfW Banking Group in 1998 and has more than 20 years experience in the banking sector. Currently she is director at KfW IPEX-Bank's Industries & Services team where she covers consumer goods and retail, mainly within Europe.

Company Profile KfW IPEX-Bank GmbH: Within KfW Group, KfW IPEX-Bank GmbH operates as a legally independent group subsidiary and is responsible for international project and export finance. It offers medium- and long-term financings to support key export industries, to develop economic and social infrastructure and to fund environmental and climate protection projects around the globe. For the German export industry the fast growing Asia-Pacific region and countries like Vietnam are important markets. In particular the increasing energy demand in the region and growing interest in renewable energies as well as the positive development of consumer consumption in the consumer goods sector offer vast business opportunities for German companies which KfW IPEX-Bank would like to support.

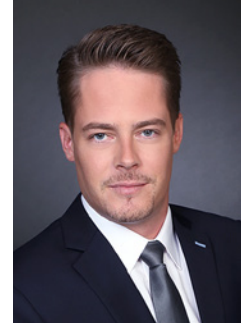
Marc Philippe Schlatter

Head of Export Finance Asia-Pacific

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With more than 15 years of experience in Corporate Banking and Finance, Marc is heading LBBW's Export Finance business in the Asia-Pacific region. LBBW is a medium-sized universal bank with deep roots in Baden-Württemberg and provides its services to companies, retail and institutional customers and savings banks. In Vietnam, LBBW supports and serves Vietnamese corporates and banks since more than 10 years by, inter alia, providing tailor-made long-term ECA covered financing solutions for their purchases of new capital intensive goods and services from Europe.

Tong Thi Hai Long

Chief Representative Vietnam

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Acting as LBBW's Chief Representative in Vietnam, Ms. Tong looks back to a long-standing career in the local banking industry of more than 25 years. With her deep understanding of the domestic market and strong expertise in Trade-/ Export Finance and Treasury she actively supports subsidiaries of German corporates and Vietnamese enterprises as well as Financial Institutions in their business in Vietnam. LBBW's core offering in Vietnam includes, among others; Advisory on Market Entry, Trade Loans and long-term financing with a main focus on ECA covered finance solutions, a core product of LB.

Josephin Galla

Managing Director

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Josephin Galla is the Managing Director of SAP Vietnam and a member of the Senior Executive Team for SAP Southeast Asia, responsible for driving SAP's strategy, operations, revenue, and customer success in Vietnam. Born in Berlin, she has extensive international experience working across 3 continents – Asia, North America and Europe, helping companies, communities, and governments run better. She is a well-respected speaker on digital transformation and public services at international conferences. With more than a decade in the technology sector, she brings with her expertise in industries like Public Services, Mining and Utilities. Prior to being the Managing Director of SAP Vietnam, Josephin led a high performing team of industry value advisors across South East Asia, helping governments to improve their business processes and digitally transform, driving World Bank projects, building relationships with the German diplomatic corps and leaders in government – connecting industry with government & academia. Those efforts led to a sharp increase in SAP's market share in the Public Sector.

Mark Alexander Huth

Partner

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Dr. Huth SNB Partner of SNB since 2012 and heading both its German Corporate Department and Asia Desk. He is specialized in Commercial and Corporate law. In the last three years alone, he has advised on 10+ M&A transactions involving Asian investors from various industries. SNB is a German corporate law firm with more than 20 years of business experience in Asia. By participating in and supporting the delegation, SNB intends to foster the interests of investors and ensure a successful entry into the local market through its contribution in Vietnam.

Jörg-Michael Scheil

Partner

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Website: www.snb-law.de

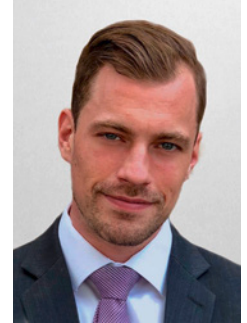


Dr. Scheil hails from Hannover and studied law and sinology at the University of Göttingen and Chinese law at the East China Institute of Politics and Law. Dr. Scheil is a managing partner at SNB and chief representative of Shanghai Office since 1999 and the Ho Chi Minh Office since 2012. SNB is an independent German corporate law firm with more than 20 years of business experience in Asia. By participating in and supporting the delegation, SNB intends to foster the interests of new investors and ensure a successful entry into the local market through its contribution in Vietnam.

Leif Dustin Schneider

Associate

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Phone: +84 2862584949**Email:** snb.vietnam@snblaw.com**Website:** www.snb-law.de

Born in Munich and raised in Germany and Australia, Mr. Schneider qualified as a German attorney in Munich and holds a certification to practice law in Vietnam. After working in Europe and Asia mostly in arbitration, he is currently in charge of the corporate and commercial practice of the SNB Ho Chi Minh City office. SNB is a German corporate law firm with more than 20 years of business experience in Asia. By participating in and supporting the delegation, SNB intends to foster the interests of investors and ensure a successful entry into the local market through its contribution in Vietnam.

Markus Leichum

Senior Manager

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Mr. Leichum worked from 2010 to 2015 at Pricewaterhouse Coopers AG in Hamburg as an underwriter in the field of export credit guarantees for the federal government. Prior to his new role at the AHK in Singapore he worked at DZ Bank AG in Frankfurt as a senior product specialist in export finance. The tasks included the acquisition, structuring and support of export finance.

Mr. Leichum will provide support for ECA backed transaction in South-East Asian, including also Vietnam.

Georg Wengert

CEO

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Born in 1947, high-school-diploma 1966, business studies at University Erlangen-Nürnberg, University Degree 1971, from 1971 to 1978 working for different international CPA-Firms, examination Tax Consultant in 1976, Certified Public Accountant in 1979, self-employed CPA and Tax Consultant since 1979, since 1989 CEO and owner of WENGERT AG Equity Holding.

International Private Equity Investments, Joint Venture Investments in all kind of businesses, Financing and shareholder-Investments in small and midsize enterprises, joint venture investments in commercial and residential real estate developments. We are looking for Joint Venture Partners like, Architects, Real Estate Developing Companies, Real Estate Agencies, M&A-Brokers, Lawyers, a.s.o.

Wolfgang Schmitz-Heinen

Managing Director

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Email: hardt@gruenderzeit.info



Wolfgang Schmitz-Heinen, born in December 1962 in Germany, married, four children. Since 1982 in the management of Witte, the family own company. The Witte Group is a leading industrial and security printing company, producing forgery-proof and copy-proof, self-adhesive marking systems, official documents and vehicle safety products with approx. 130 employees in Germany and 400 in Mexico. I also build up several companies in different industries and also an single family office for consulting in NRW with Thorsten Stelly.

Thorsten Stelly

Managing Director

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Thorsten Stelly, born in October 1964 in Hamburg, Germany, married, two children. From 1984 to 2013 worked in the banking business. Build up several Private Banking and Family Office unites. Working with Wolfgang Schmitz-Heinen in the management of Witte Group, a leading industrial and security printing company, producing forgery-proof and copy-proof, self-adhesive marking systems, official documents and vehicle safety products with approx. 130 employees in Germany and 400 in Mexico.

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AND EMERGENCY NUMBERS IN VIETNAM:**

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29, Tran Phu, Ba Dinh Dist, Hanoi

Phone: +84 2432673335

**Consulate General of the Federal Republic of Germany
in Ho Chi Minh City**

Deutsches Haus Ho Chi Minh City,

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Delegation Hotels:

Ho Chi Minh City – 19 to 20 November 2019

Sofitel Saigon Plaza

17 Le Duan Blvd., District 1, Ho Chi Minh City

Phone: +84 2838241555 (ext. 7005)

Da Nang – 20 to 22 November 2019

Meliá Danang Beach Resort

No 19, Truong Sa Street, Hoa Hai Ward,

Ngu Hanh Son District, Danang

Phone: +84 2363929888

Haiphong – 22 to 25 November 2019

AVANI Hai Phong Harbour View

12 Tran Phu Street, Haiphong

Phone: +84 2253827827

Hanoi – 25 to 26 November 2019

Hilton Hanoi Opera

1 Le Thanh Tong Street, Hoan Kiem District, Hanoi

Phone: +84 2439330500 (ext. 1818)

