

Statement of Interest

The interest declared in this leaflet is not binding.
The number of participants is limited.

Please send an email to

marek@oav.de

containing the following information:

I am interested in the delegation trip to Vietnam:

- please send me additional information
- please call me

.....
Title, surname, first name

.....
Position, company

.....
Street, post code, town/city

.....
Phone, email

I am aware that my personal data given here will be processed in accordance with the data protection regulations of the Ostasiatischer Verein e.V. (OAV). The processing is only to the purpose to provide me with information about the delegation trip to Bangladesh. The legal basis for processing is Art. 6 para. 1 lit. a) GDPR (consent to processing). My consent can be revoked at any time without giving reasons. Further information on the processing and protection of my personal data can be found at <https://www.oav.de/datenschutzbestimmung.html>. I have read the privacy policy.

.....
Date, signature

Organiser:

The OAV – German Asia-Pacific Business Association is organising the cross-sectoral delegation trip “Business Opportunities in Vietnam”. The trip will take place from 19-26 November 2019.

OAV is only organising the trip. All other services such as flights, hotels and similar are merely arranged by us.

We refer in particular to hotel and flight cancellation policies. Contractual relationships are exclusively between the participants and the individual service providers.

Contact:

OAV - German Asia-Pacific Business Association

Daniel Marek
Regional Manager ASEAN
Tel.: +49 (0) 40 357559-34
marek@oav.de
www.oav.de

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Business Opportunities in Vietnam

Cross-sectoral delegation trip

HCMC – Da Nang – Haiphong – Hanoi

19-26 November 2019

OAV delegation trip to Vietnam 19-26 November 2019

The EU-Vietnam Free Trade Agreement was signed on June 30, but Vietnam has long been a hotspot for foreign investors in Asia-Pacific. Dynamic economic development, good value for money, a flexible and active economic policy by the Vietnamese government and a growing middle class make Vietnam attractive. Further reinforced by the trade dispute between China and the US, the country is attracting manufacturing companies. Vietnam is also an ideal gateway to the emerging ASEAN region.

So far, little attention has been paid to business potential with larger domestic private companies, which also benefit from the positive framework conditions and set themselves ambitious goals. First and foremost VinFast, which has built up a complete automobile production line within just 21 months. In order to get into business with these companies, some of which are expanding rapidly, excellent contacts are required in addition to a good knowledge of the various market segments in Vietnam. Against this background, from 19 to 26 November 2019, the OAV will conduct an in-depth, cross-industry market exploration trip, where participants will be able to network with Vietnamese companies and get to know key political decision-makers at ministerial and provincial level. The journey starts in Ho Chi Minh City and leads through the stations Da Nang and Haiphong to the capital Hanoi. The delegation will be accompanied on the final part of the trip, which is also dedicated to talks with Ministry representatives, by the former German Vice-Chancellor and Federal Minister of Economics Philipp Rösler, who has excellent contacts in Vietnam.

On special thematic wishes of delegation participants can be received on request, the organisation of individual business matchmaking appointments is possible.

Preliminary itinerary (subject to change)

Tuesday, 19/11/2019, Ho Chi Minh City

- Tour of Deutsches Haus and Delegation briefing by German Consul General and EuroCham during lunch
- Company visit: VinaCapital Group
- Delegation dinner with local German Business representatives

Wednesday, 20/11/2019, Ho Chi Minh City

- Company visit: Vinamilk
- Briefing Lunch
- Start-up Center & Quang Trung Software City

Thursday, 21/11/2019, Da Nang

- Meeting with Investment Promotion Agency Da Nang, Briefing about Business & Investment Opportunities in Central Vietnam
- Company visit: Thaco, Bus production plant
- Walking tour Hoi An and dinner

Friday, 22/11/2019, Da Nang

- Company visit: Sun Group
- Joining networking with European Chamber of Commerce of Vietnam (in Haiphong)

Saturday, 23/11/2019, Haiphong

- VCCI Haiphong
- Deep C Harbour Tour
- Halong boat tour with overnight stay on board

Sunday, 24/11/2019, Haiphong

- Field trip Quang Ninh (e.g. VinEco)

Monday, 25/11/2019, Hanoi

- Company visit: VinFast (in Haiphong)
- Reception & Networking with: Dr. Guido Hildner (German Ambassador Vietnam), Marko Walde (Chief Representative of Delegate of German Industry and Commerce in Vietnam/GBA)

Tuesday, 26/11/2019, Hanoi

- Meeting with relevant Ministries, e.g. Ministry of Planning and Investment
- Company visit: FPT Software Headquarters, Press conference with local journalists

Visa requirements

Please find more information on Visa requirements on our website.

Flights and hotels:

Travel to and from Vietnam can be booked individually; OAV will make the necessary arrangements for domestic flights. Hotel rooms will be reserved for the delegation in Ho Chi Minh City, Da Nang, Haiphong and Hanoi.

Costs:

A fee of €1,200 (net) (OAV members) or €2,000 (net) (non-members) will be charged for participation in the trip. The companies also pay their own costs of travel, accommodation, catering and local transport.

