



VIETNAM

DIVERSIFY YOUR BUSINESS

2023

An essential guide
to business success in Vietnam



About us

DINCO E&C is the TOP **Design & Build** General Contractor in the **Industrial** and **High-rise** building Projects in Viet Nam. We assist our Clients in saving costs and time for their projects through our optimal solution design teams including Architects, Structural Engineers, MEP Engineers who coordinate smoothly and systematically on BIM model.

Make required procedures or consult and support for clients to shortly obtain legal licenses

- + Investment Registration Certificate (IRC)
- + Enterprise Registration Certificate (ERC)
- + Environmental Impact Assessment Report (EIA)
- + Construction Permit
- + Firefighting & Prevention Certificate
- + House Ownership Certificate

Design & build general contractor of industrial factories and plants



Construction of civil works, high-rise buildings, hotels, resorts



Our activities stretch over the territory of Vietnam with more than 90% of Clients from abroad, and 70% of that coming from G7 countries.

Over **1,000,000m²** of gross floor construction area during 20 years

(+84) 236 3749 300
info@dinco.com.vn
www.dinco.com.vn
76-78 Bach Dang Street,
Hai Chau District, Da Nang City



Scan to connect our website →



THE LEADING **Integrated Township & Industrial Park** DEVELOPER IN VIETNAM

11,000 ha Land Bank

880 Tenants

295,000 Job creation

30 Countries & territories

18.7 bil USD FDI attraction from tenants



COMING UP: **LANG SON**

VSIP BAC BINH

Land area: 635ha
Year of commencement: 2007

VSIP BAC BINH II

Land area: 273ha
Year of commencement: 2019

VSIP HAI DUONG

Land area: 150ha IP
Year of commencement: 2015

VSIP HAI PHONG

Land area: 1,600ha
Year of commencement: 2010

VSIP NGHE AN

Land area: 750ha
Year of commencement: 2015

VSIP NGHE AN II

Land area: 500ha
Year of commencement: 2023

VSIP QUANG NGAI

Land area: 760ha
Year of commencement: 2013

VSIP I - BINH DUONG

Land area: 500ha
Year of commencement: 1996

VSIP II - BINH DUONG

Land area: 2,045ha
Year of commencement: 2006

QUANG TRI IP

Land area: 481ha
Year of commencement: 2022

BECAMEX VSIP BINH DINH

Land area: 1,374ha
Year of commencement: 2020

VSIP III - BINH DUONG

Land area: 1,000ha
Year of commencement: 2022

VSIP CAN THO

Land area: 900ha
(Phase 1: 293.7 ha)
Year of commencement: 2022



DIGI-TEXX VIETNAM

A GLOBAL DIGITAL AND BPO SERVICES PROVIDER SINCE 2003

DIGI-TEXX is a 100% German-invested company specializing in Business Process Outsourcing and Digital Services. For the last 20 years, we have gained experience in providing advanced digital transformation services to global clients in different industries, including banking, insurance, retail, healthcare, accounting, and NGOs.



BPO SERVICES

- Invoice & Payment Processing
- Historical Documents Processing
- Document Processing
- Image Processing
- Data Annotation & Labeling
- Data Verification
- Business Support
- Accounting Services

DIGITAL SOLUTIONS



DIGI-SCAN (CAPTURE)



DIGI-XTRACT (EXTRACT)



DIGI-DMS (ARCHIVE)

We leverage innovative technology to deliver sustainable and scalable services, enhancing your business capacity to pioneer the digital transformation movement.

WHY DIGI-TEXX?



24/7 Operating Services



1300+ Experienced employees



GDPR compliance
ISO/IEC 27001
ISO 9001



30+ Processing & 6 speaking languages



20+ Years of proven track record

German Quality - Made in Vietnam



CONTACT US



WEBSITE

(84) 28 3715 5325 info@digj-texx.com

Anna Building, Quang Trung Software City, District 12, Ho Chi Minh City, VN

www.digi-texx.com



VIETNAM'S LEADING FOR-RENT LOGISTICS & INDUSTRIAL DEVELOPER



Factory & Warehouse for Lease
(+84) 28 710 29 000
leasing@bwidjsc.com



YOUR SUSTAINABLE INVESTMENT LOCATION IN VIETNAM

The only European-managed Industrial Zone in Vietnam

- PRIME LAND FOR LEASE**
- READY-BUILT WAREHOUSE/WORKSHOP**
- PARTNER IN SUSTAINABILITY**
- RELIABLE UTILITY PROVISION**

HAI PHONG OFFICE
G floor, Harbour View Tower
12 Tran Phu, Hai Phong, Vietnam
Tel: +84 225 3836 169

QUANG NINH OFFICE
No. 8-9 My Gia, Vinhomes Dragon Bay
Halong, Quang Ninh province, Vietnam
Tel: +84 2033 567 848

Representative in Europa – Mr. Geert Dom
Mobile: +32 475 221 768 – E-Mail: geert.dom@deepc.vn

Representative in Vietnam – Ms. Dory Pham
Mobile: +84 982 882 601 - Email: dory.pham@deepc.vn

TAX INCENTIVES

10%
Favorable corporate income tax (CIT) for first 15 years

4 YEARS FREE
CIT holiday since arising taxable income

↓ 50%
Reduction for 9 subsequent years

5 YEARS FREE
Import tax holiday

SELF - SUFFICIENT INFRASTRUCTURE

SEWAGE SYSTEM
Estimated max capacity of 31,500m³/day

POWER
151.2MW (supplied by Binh Dinh Electric Company)

ESTATE MANAGEMENT & GENERAL SECURITY
On site 24/24

WATER SUPPLY
Quality standard QCVN 01-1:2018/BYT, estimated max capacity of 41,000m³/day

TELECOMMUNICATION
Available



Available land for handover

The ideal destination for manufacturing base in Central Vietnam

BECAMEX SIP
BINH DINH

Investment For Success

📍 11 Ngo May, Nguyen Van Cu ward, Quy Nhon city, Binh Dinh province, Vietnam

☎ +84 788 09 79 79

✉ info@becamexbinhdinh.com.vn

🌐 www.becamexbinhdinh.com.vn

TOTAL AREA

1,425ha

1,000 HA IP, 425 HA C&R

TARGET INDUSTRIES

1. Electronics & Electrical
5. Textile and Garment industry
2. Automobile manufacture and Assembly
6. Leather and Footwear
3. Manufacturing mechanical engineering
7. Food and Beverage
4. Supporting industries for hi-tech
8. Logistics and Warehouse

- Leading commercial bank in Vietnam with reputable shareholders
- Second largest domestic network with over 150 branches and 1,100 transaction offices
- Branch in Germany, subsidiary in Laos, representative office in Myanmar
- The first and only Vietnamese bank in Europe
- Cooperation with over 1,000 correspondent banks in more than 90 countries
- In the Forbes Global 2000 (Top 2000 of the world's largest companies)
- In the top 400 best brands in the banking industry

VietinBank German Branch

→ Locations in Frankfurt am Main and Berlin

→ Trade bridge between Vietnam and Europe

→ Products and services for private and corporate customers:

- CURRENT ACCOUNT AND BUSINESS ACCOUNT
- SEPA AND INTERNATIONAL PAYMENTS
- SAVINGS – AND TERM DEPOSITS
- ONLINE BANKING
- CORPORATE FINANCE
(INCL. SYNDICATED LOANS AND STRUCTURED EXPORT FINANCE)
- FINANCIAL ADVISORY SERVICES
- TRADE FINANCE
- FOREIGN EXCHANGE

→ Cooperation with correspondent banks in Vietnam and Germany

- EURO – CLEARING,
- INTERNATIONAL PAYMENTS
- REFINANCING, TRADE FINANCE, RISK PARTICIPATIONS
- FOREIGN EXCHANGE AND INTERBANK TRANSACTIONS

Grüneburgweg 16 – 18, 60322 Frankfurt am Main
(+49) 69 255 119 0
info@vietinbank.de
www.vietinbank.de



Content

Foreword	10
-----------------	-----------

Vietnam

Vietnam Overview	16
Economic Indicators of Vietnam	17
6 Reasons why Vietnam is an ideal destination to diversify your business	18
Dynamic Environment & Robust Economy	20
Economic Integration	40
Talent Pool	50
Improved Infrastructure	56

Vietnam – Germany	64
--------------------------	-----------

Partners in Vietnam

Dinco Engineering & Construction	2
Vietnam-Singapore Industrial Park (VSIP)	3
DIGI-TEXX Vietnam	4
BW Industrial	5
DEEP C Industrial Zones	6
Becamex VSIP Binh Dinh	7
Vietinbank – German Branch	8
INC Legal Vietnam Law Co., Ltd	98
Deutsches Haus Ho Chi Minh City	99

AHK Vietnam	80
--------------------	-----------



FOREWORD

Foreword



Marko Walde

Chief Representative,
Delegation of the German
Industry and Commerce in
Vietnam, Myanmar, Cambodia,
and Laos

Ladies and Gentlemen,

We are delighted to present to you the 10th edition of our annual publication. The chosen title, "Vietnam – Diversify Your Business", aims to draw attention to the strategy of diversification in supply chains and production for German companies worldwide. We also wish to highlight Vietnam's rapid economic development, strong export growth, and the tremendous potential it offers as an investment destination for German businesses.

Our brochure provides you with the latest key figures and information, enabling informed decision-making for your future business endeavors. This edition also covers the economic relations between Vietnam and Germany, as well as important partners in Vietnam.

Over the past 30 years, Vietnam has experienced significant economic development and social transformation. It has transitioned from a developing country to a middle-income country with 99.5 million people and a youthful population structure, representing unparalleled dynamism. In 2022, the economy grew by 8.02% compared to the previous year, and the World Bank forecasts GDP growth of 6.3% for 2023 in Vietnam. Currently, there are over 500 German companies operating in Vietnam, generating approximately 50,000 jobs.

The implementation of the EVFTA is expected to further boost bilateral trade volume and increase the involvement of German companies in Vietnam, particularly in sectors such as renewable energy, energy efficiency, environmental technology, industry 4.0, infrastructure, and logistics.

We have observed a significant interest among numerous German companies, particularly those who had initially invested in China several years ago and are now seeking a second market in Asia for diversification. Within the ASEAN region, Vietnam is often regarded as the preferred target country.

Proper preparation and investment readiness are crucial for success in foreign activities. The AHK Vietnam, with its competent team of German and Vietnamese staff based in Ho Chi Minh City and Hanoi, the two most important economic centers of the country, provides support to German and Vietnamese companies on the ground.

We are delighted to offer advice on your projects and look forward to your visit!



Vu Quang Minh

Extraordinary and
Plenipotentiary Ambassador,
The Socialist Republic of
Vietnam in the Federal
Republic of Germany

Dear Readers,

Yet another year has gone by, and the world we are living in keeps changing rapidly. Countries are struggling to recover from the Covid-19 pandemic while responding to enormous challenges such as the war in Ukraine and other armed conflicts in Europe and around the world, climate change, epidemics, energy, and food crises, to name a few.

Against that backdrop, more than ever, we appreciate the effective Viet Nam – Germany Strategic Partnership that has been implemented successfully since 2011 with close friendship and mutual trust. The Two Sides have endorsed the Strategic Partnership Action Plan for the next period of 2023–2024. Viet Nam and development partners now are finalizing the Just Energy Transition Partner (JETP) Agreement in which Germany has played a key leadership role.

One thing for certain, our two economies are highly complementary. The new challenges that we face have also opened new opportunities for Viet Nam – German bilateral cooperation. Vast untapped potentials remain for cooperation in areas such as education, vocational training, skilled labour supply, renewable energy, healthcare and pharmaceuticals, agricultural product processing, IT, engineering, and manufacturing. Germany has also become a top attractive destination for Vietnamese students.

In this regard, to be sure, AHK remains the leading organization that provides the most needed support for businesses from both countries to further strengthen and widen the fruitful economic, investment, trade, and human resource cooperation, among other fields.

Viet Nam will continue to do its best as a reliable and responsible partner of Germany. We always attach great importance to the friendship and cooperation with Germany and make every effort to strengthen the strategic partnership between the two countries, making it more profound, comprehensive, and effective. No matter how tough the challenge, by working together, we shall always overcome.

I wish you all good health, happiness, and continued success in our common endeavour and shared mission for sustainable development, prosperity, and peace.

VIETNAM



Vietnam Overview

Economic Indicators of Vietnam

6 Reasons why Vietnam is an ideal destination to diversify your business

Dynamic Environment & Robust Economy

Economic Integration

Talent Pool

Improved Infrastructure

Vietnam overview



Vietnam – from a former developing country, it has become a so-called “middle-income country,” characterized by a population of 99.5 million and a youthful demographic structure, which contributes to an unparalleled dynamism.

Land area:	331,690 sqkm
Capital:	Hanoi
Booming economic metropolis:	Ho Chi Minh City
Official language:	Vietnamese
Business language:	Vietnamese, English, German, Chinese, Russian, and French
Currency:	Vietnam Dong (VND)
Population:	99.5 million
Exchange rate (2022):	1 Euro = 24,679 VND; 1 US\$ = 23,411 VND

Economic indicators of Vietnam 2022

GDP growth 8.02%		Inflation rate 		The Free Trade Agreements (FTAs): <ul style="list-style-type: none"> The Free Trade Agreement with the EU (EVFTA) The Comprehensive and Progressive Agreement for Trans-Pacific Partnership CPTPP (TPP11) The Regional Comprehensive Economic Partnership (RCEP) ASEAN Economic Community (AEC) 	
Population 99.5^M		Average age 32.5^{Years}		Wage level 	
Employable people 52.2^M		Unemployment rate 2.3%		The average gross monthly wage 326 US\$	
Import 		Export 		Foreign Direct Investment 	
Import volume 361^B US\$		Import growth 8.6%		Export volume 372^B US\$	
		Export growth 10.6%		New registered capital 12.5^B US\$	
				New registered projects (2022) 2,036	

6 Reasons why Vietnam is an ideal destination to diversify your business

01

Dynamic environment and robust economy

Vietnam is situated in a highly attractive growth region (Asia and ASEAN), allowing it to serve as a bridge between the North and South in the Asia-Pacific region. The country's location is a significant advantage for businesses looking to expand into Asian markets.

Over the past 30 years, Vietnam has experienced rapid economic development and social transformation. In 2022, Vietnam was among the countries with the highest worldwide economic growth (8.02%). The World Bank forecasts a GDP growth of 6.3% for Vietnam in 2023.

02

Economic integration

- The country is a member of the ASEAN Economic Community (AEC), the TPP11 (CPTPP), the Regional Comprehensive Economic Partnership (RCEP), and, along with Singapore, is the only country in the region that has signed a Free Trade Agreement with the EU. Furthermore, Vietnam offers the lowest market entry barriers for foreign companies within the region.
- The "China + 1" strategy has generated significant interest among numerous German companies that had previously invested in China and are now seeking a second market in Asia for diversification purposes. In this regard, Vietnam is undoubtedly an ideal location.

03

Talent pool

Vietnam possesses a young and well-educated population. Many young individuals are fluent in English and have a strong affinity for new technologies. This is a significant advantage for companies in need of highly skilled workforce. Moreover, Vietnam's wage level is considerably lower than that of many other ASEAN countries and China.

04

Stable legal framework

In recent years, Vietnam has made significant efforts to improve and stabilize the legal framework for foreign companies. This includes the establishment of the Investment Law of 2014 and its implementation. It is now possible to establish a 100% foreign-owned limited company in Vietnam, which presents an attractive option for foreign businesses.

05

Improved infrastructure

The government has made significant investments in roads, ports, airports, and railways to enhance connectivity and promote trade in the country. This has resulted in a faster and more efficient logistics and transportation sector in Vietnam. An effective infrastructure and a high local content can contribute to increased efficiency, which, in turn, can lead to a competitive advantage.

06

Sustainability

The government has set ambitious goals for reducing greenhouse gas emissions and increasing the share of renewable energy in the country's energy mix. Consequently, Vietnam can be considered as an advantageous location for companies operating in this field or seeking to transition their energy supply to renewable sources. Companies can rely on a solid legal and political infrastructure aimed at improving human rights and environmental standards in the supply chain. This can be a crucial factor in minimizing the risk of compliance violations while simultaneously enhancing the corporate image.

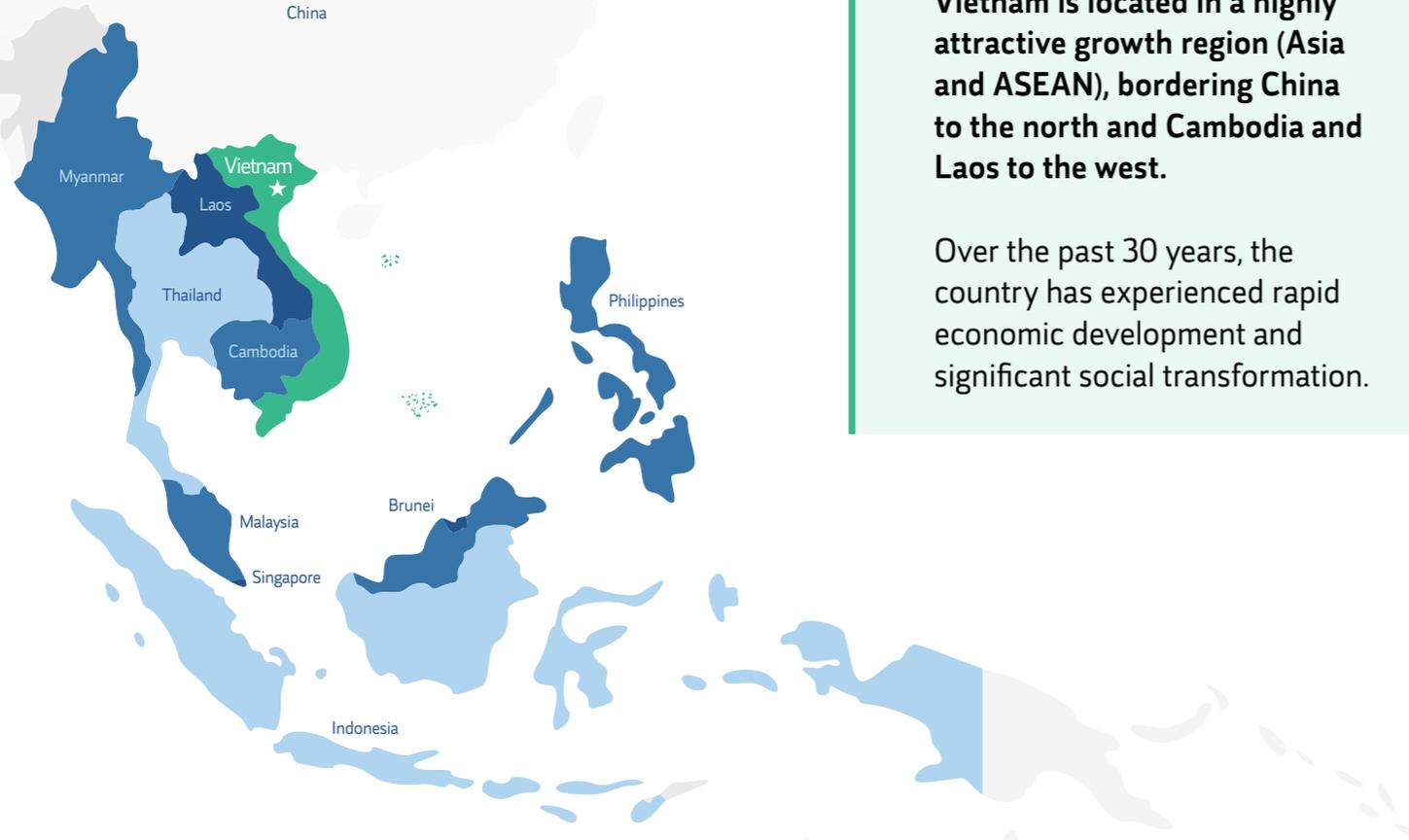




**DYNAMIC
ENVIRONMENT &**

**ROBUST
ECONOMY**

Dynamic environment

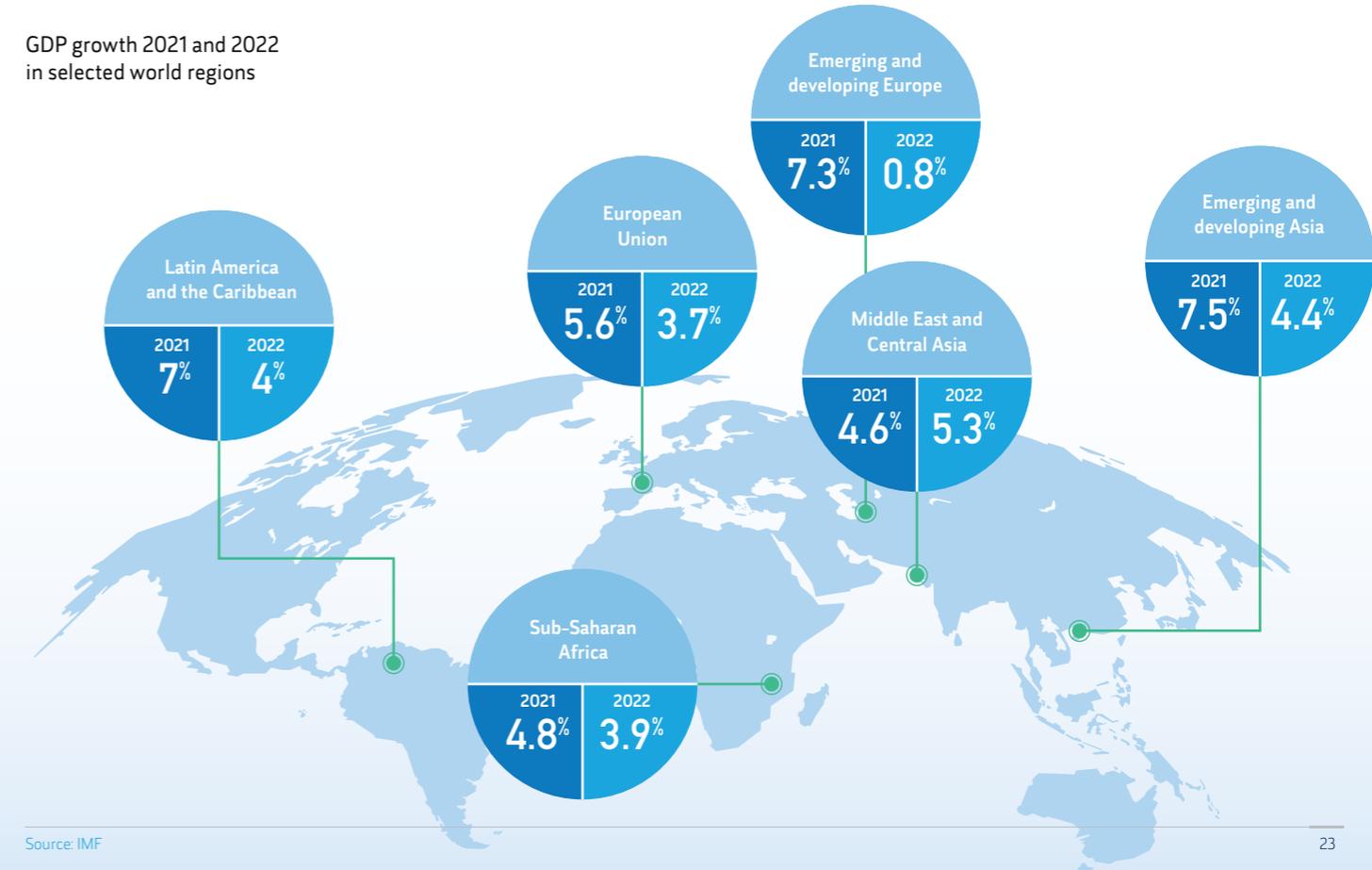


Vietnam is located in a highly attractive growth region (Asia and ASEAN), bordering China to the north and Cambodia and Laos to the west.

Over the past 30 years, the country has experienced rapid economic development and significant social transformation.

Vietnam is a highly attractive growth region - Asia

GDP growth 2021 and 2022 in selected world regions



Vietnam at the center of ASEAN

Current economic development of Southeast Asian countries

ASEAN comprises 10 member states: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, and Vietnam.

The diversity and economic dynamism make ASEAN unique. In addition, with its 646 million inhabitants, this region offers a very attractive consumer market.

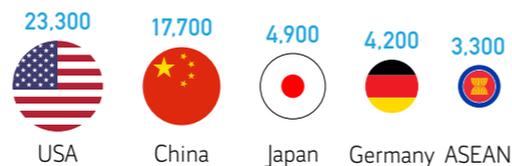
Foreign direct investments are driving rapid industrialization within ASEAN.

Vietnam has established itself as a prominent manufacturing hub, particularly as an alternative to China in the textile and electronics sectors. With Free Trade Agreements in place, such as the one with the EU, Vietnam continues to gain attractiveness as a business destination.

Economic growth (GDP – real change compared to previous year in %)



GDP 2021 in comparison (billion US\$, nominal)



Foreign direct investment net inflow 2021 (billion US\$)



Source: ADB, GTAI, World Bank, ASEAN Statistics



ASEAN

Effective ASEAN agreements

Agreements
ASEAN-China
ASEAN-Japan
ASEAN-South Korea
ASEAN Free Trade Area ATIGA
ASEAN-Australia-New Zealand
ASEAN-India
ASEAN-Hong Kong, China

ASEAN countries at a glance 2022



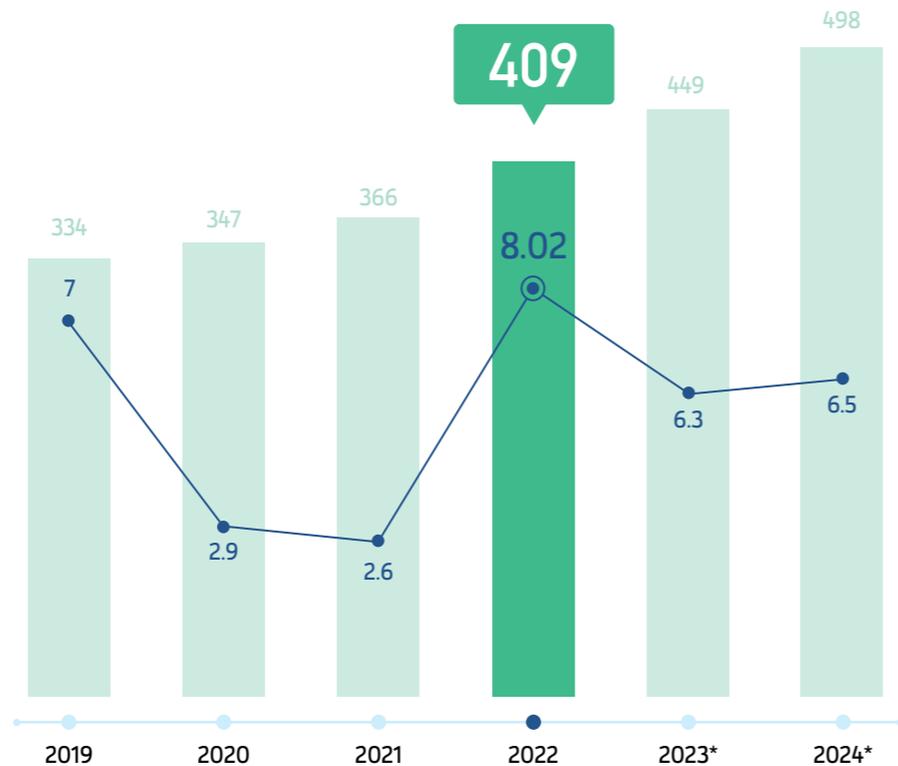
Economic growth

Vietnam achieved an economic growth of 8.02 percent in 2022.

In this year, Vietnam experienced an impressive economic upswing, driven by a resilient export sector and a growing private consumption. More and more foreign companies view Vietnam as an attractive location for trade and investments. For 2023, a further growth of 6.3 percent is forecasted.

*) World Bank forecast

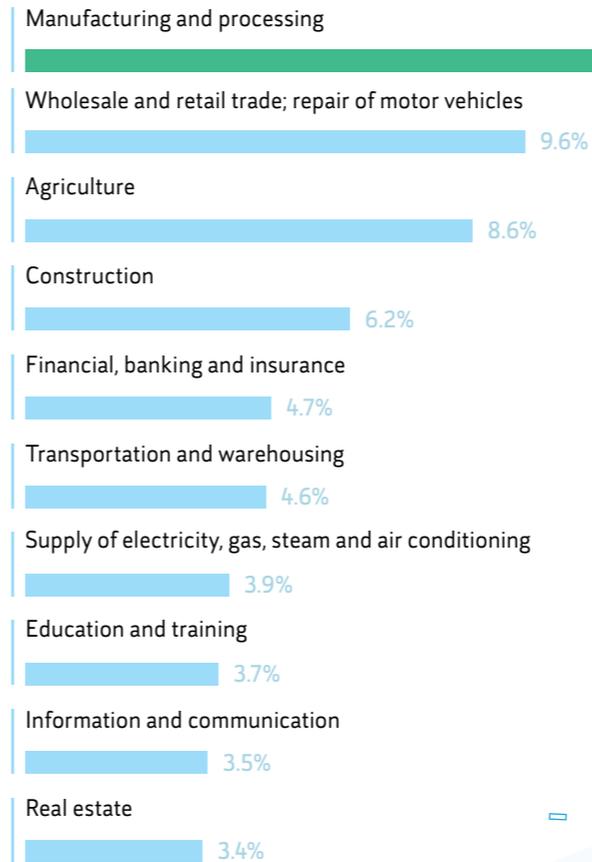
 GDP (billion US\$)
 GDP growth (%)



Source: GSO Vietnam, IMF and World Bank

GDP by sectors 2022

24.8%



Main regions and cities

In the South

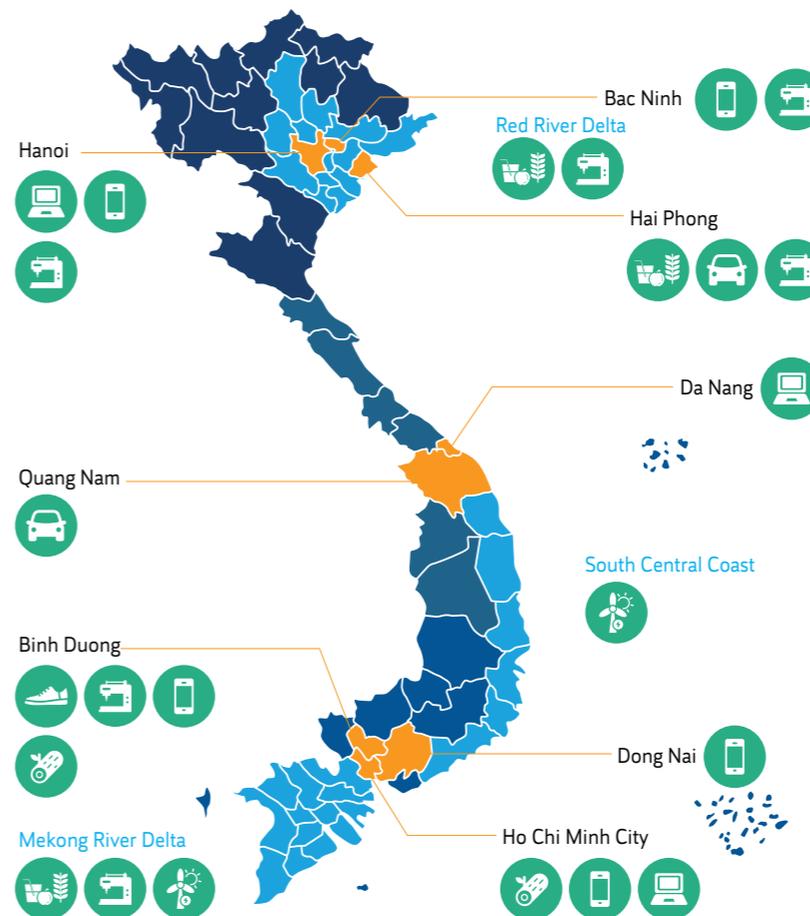
The **most important economic center** in Vietnam is the megacity **Ho Chi Minh City (HCMC)**. HCMC, along with its surrounding provinces and the Mekong Delta, contributes to approximately 38 percent of Vietnam's GDP. The southern **industrial zones** are home to numerous foreign-invested companies engaged in the production of garments, footwear, and electronics for export. The **Mekong Delta** region plays a vital role in food production as it serves as the country's granary and is a primary region for the fishing industry.

In the North

The northern region, between the capital city of **Hanoi** and the port city of **Hai Phong**, is experiencing significant development. Major players in the electronics industry have established their presence in the vicinity of Hanoi, and the textile industry is also witnessing increasing investments. The Vietnamese government has plans to transform the northern part of the country into an automotive and supplier hub.

In the Central

In the central of Vietnam, **Da Nang** is trying to position itself as a high-tech location.



Regional distribution of important industries in Vietnam

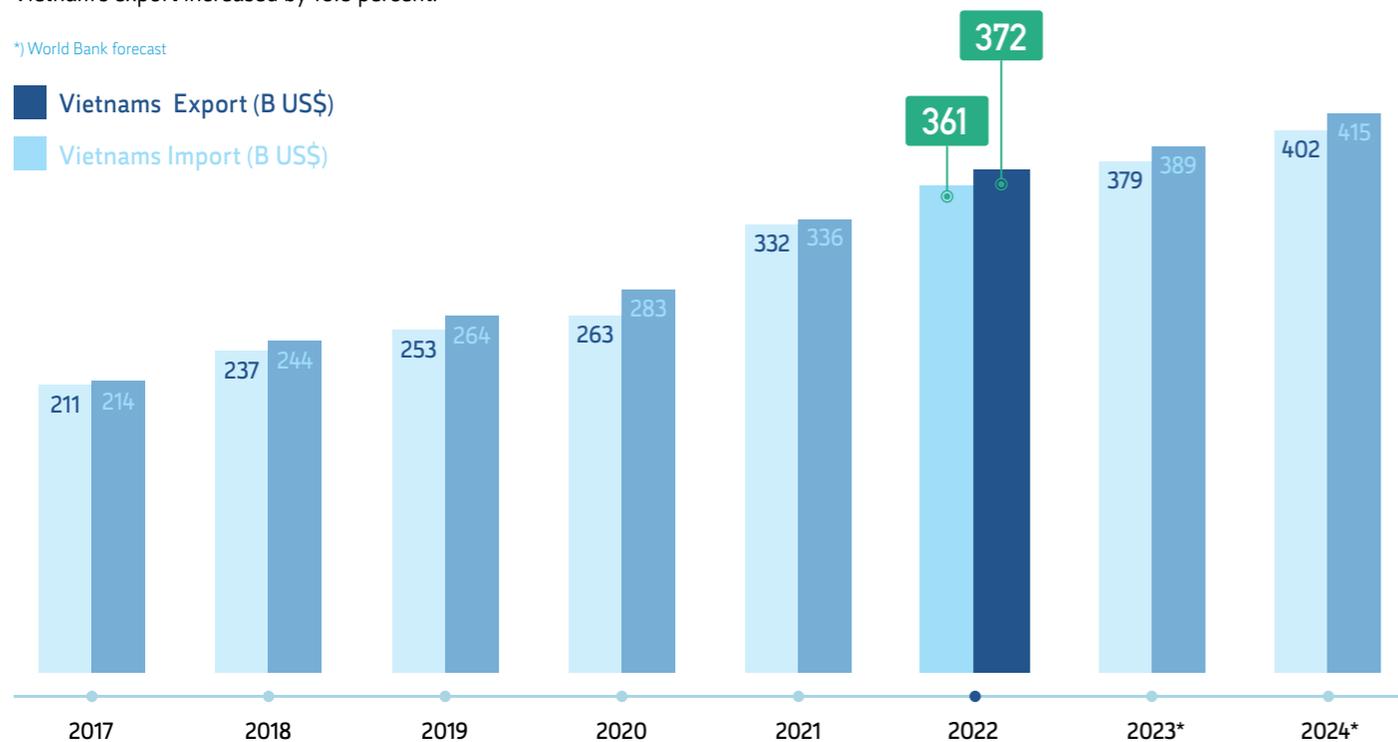
- Textile industry
- IT-industry
- Food industry
- Furniture industry
- Footwear industry
- Electronics industry
- Automotive industry
- Renewable energy industry

Foreign trade of Vietnam

Vietnam recorded a trade surplus of 11.2 billion US\$ in 2022. In that year, Vietnam's import grew by 8.6%. Vietnam's export increased by 10.6 percent.

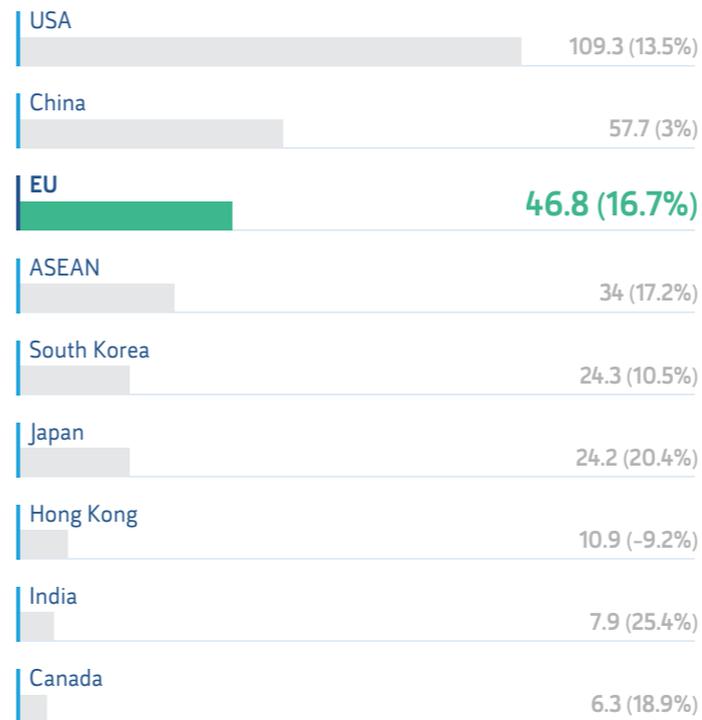
*) World Bank forecast

■ Vietnams Export (B US\$)
 ■ Vietnams Import (B US\$)

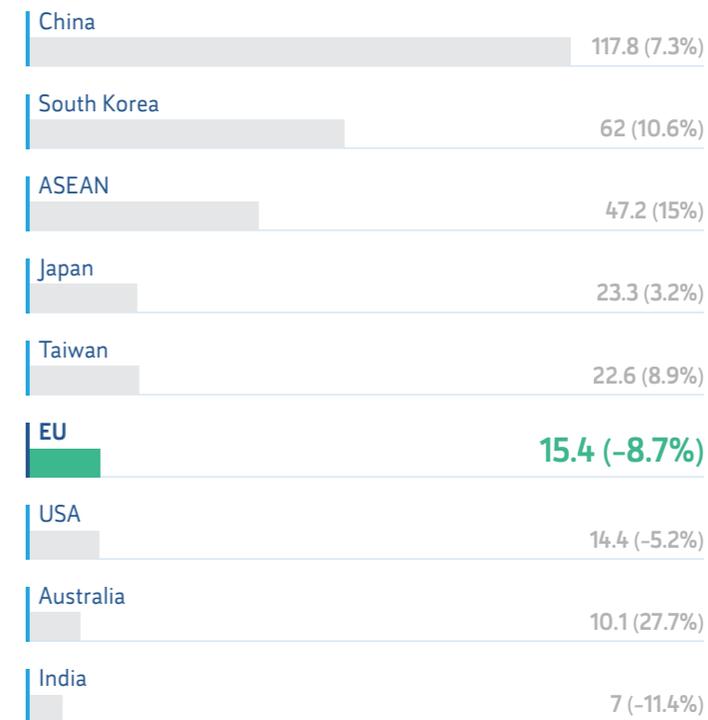


Major trading partner countries 2022

Major partner countries for exports
 (in billion US\$, YoY change in %)



Major partner countries for imports
 (in billion US\$, YoY change in %)



Major trading products 2022

The Major Export Products

(in billion US\$, YoY change in %)

	Telephones & spare components	58 ^{B US\$}	-1%
	Computers & components	56 ^{B US\$}	-9%
	Machines & spare components	46 ^{B US\$}	-19%
	Textile & Clothing	38 ^{B US\$}	-15%
	Footwear	24 ^{B US\$}	-35%
	Wood/ Wood products	16 ^{B US\$}	-8%

The Major Import Products

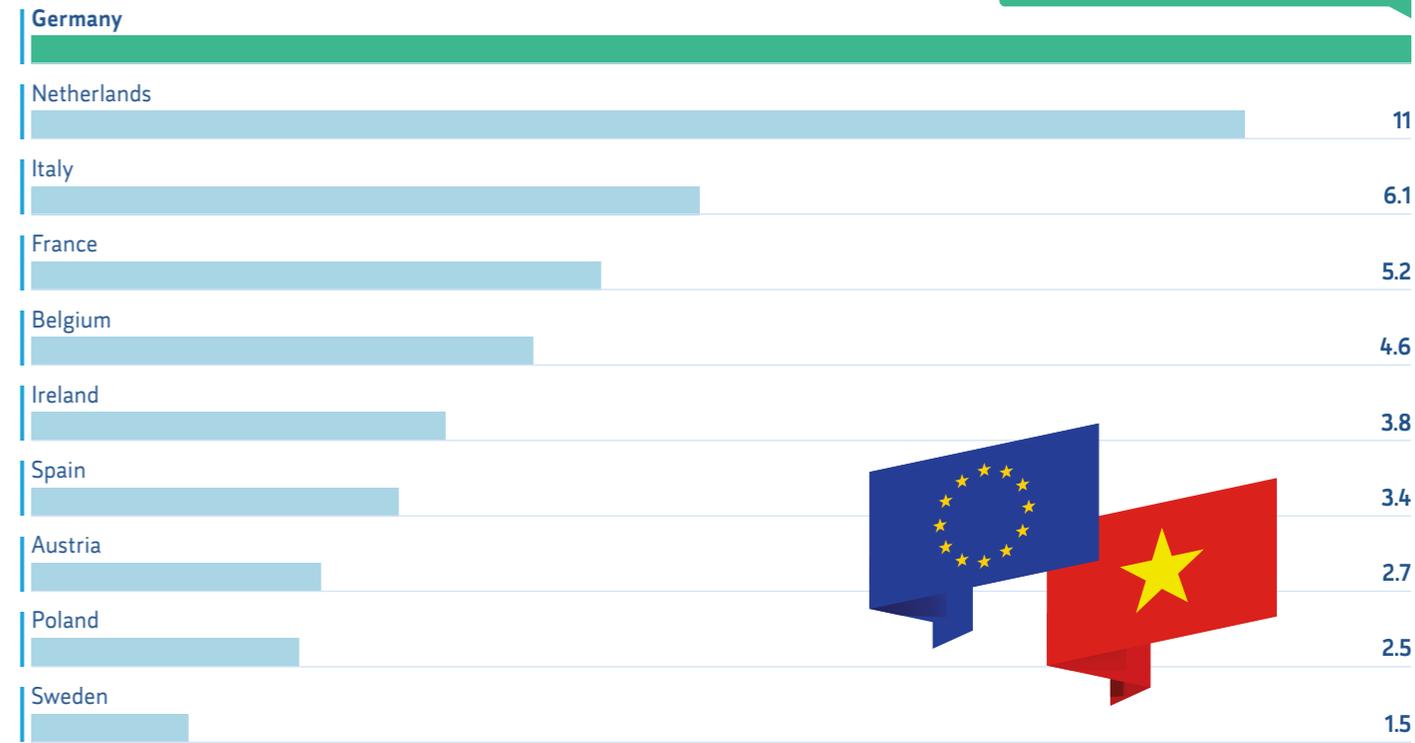
(in billion US\$, YoY change in %)

	Computers & components	82 ^{B US\$}	9%
	Machines & spare components	45 ^{B US\$}	-2%
	Telephones & spare components	21 ^{B US\$}	12%
	Textile & Clothing	15 ^{B US\$}	3%
	Plastics	12 ^{B US\$}	6%
	Iron & Steel	12 ^{B US\$}	3%

Vietnam's important EU trading partners

Trade volume 2022 in billion US\$

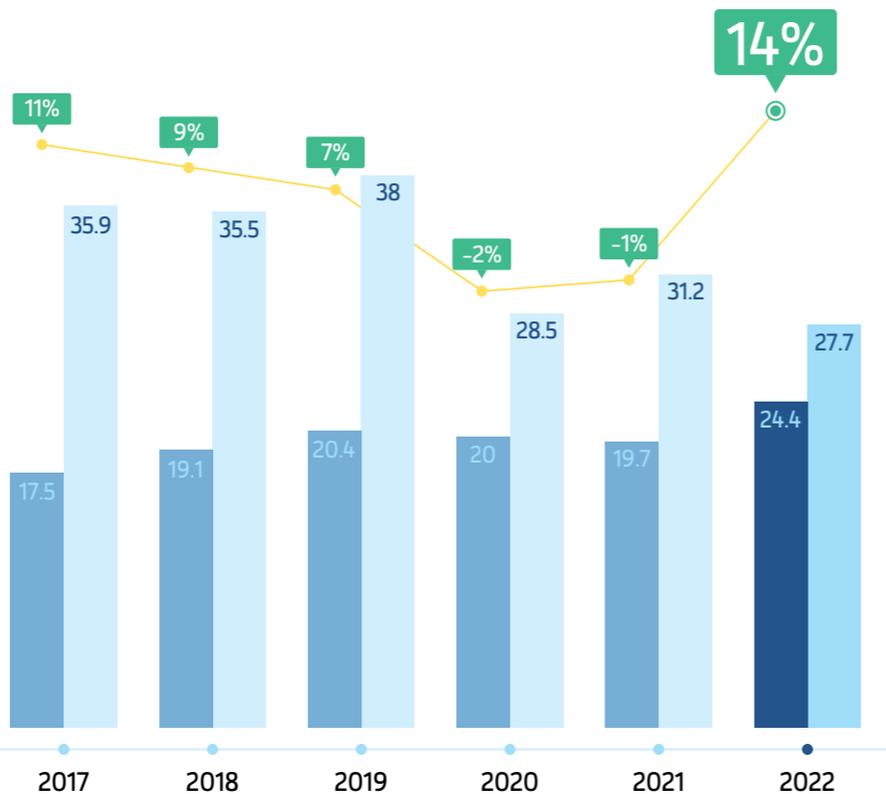
19.3 Billion US\$



Development of foreign direct investment

Vietnam is an attractive investment location due to its low market entry barriers, global integration through FTAs, and motivated and reliable workforce. Companies can benefit from favorable trade conditions, explore new markets, and have access to a skilled workforce.

- Realized Capital (billion US\$)
- Registered Capital (billions US\$)
- Changes of the realized capital compared to the previous year (%)

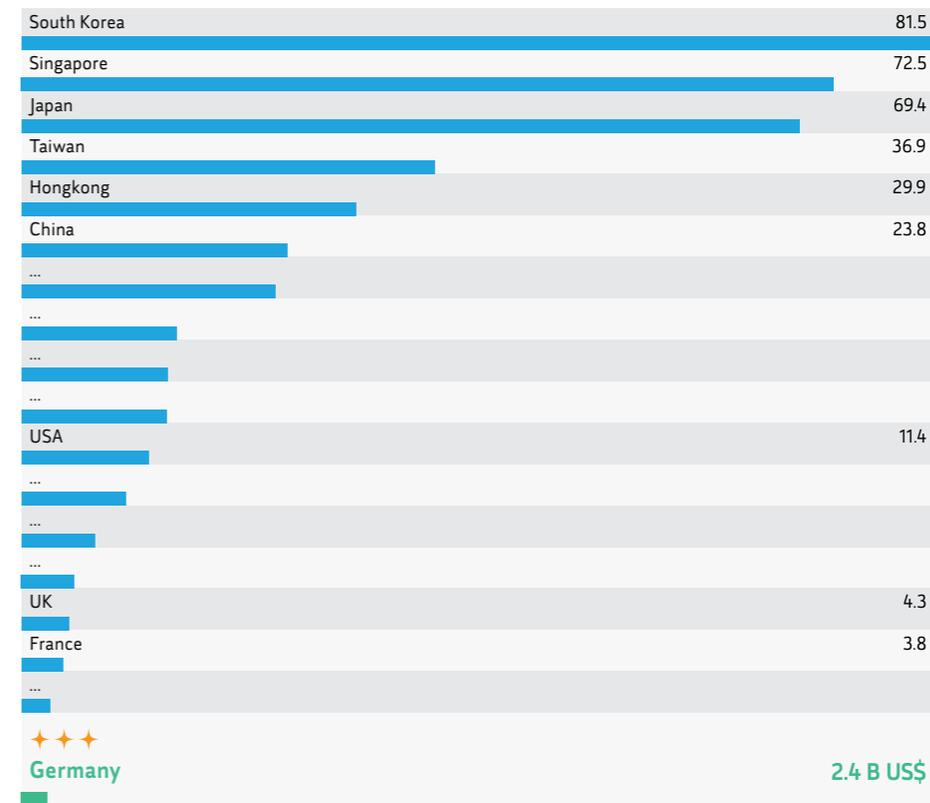


Main FDI source countries

(Accumulated capital in billion US\$ by origin)*

In almost all industries, it is possible to set up a Vietnamese company with 100 percent of its shares owned by foreign companies. The establishment process usually takes no more than 3 – 4 months.

*) Calculated until March 2023



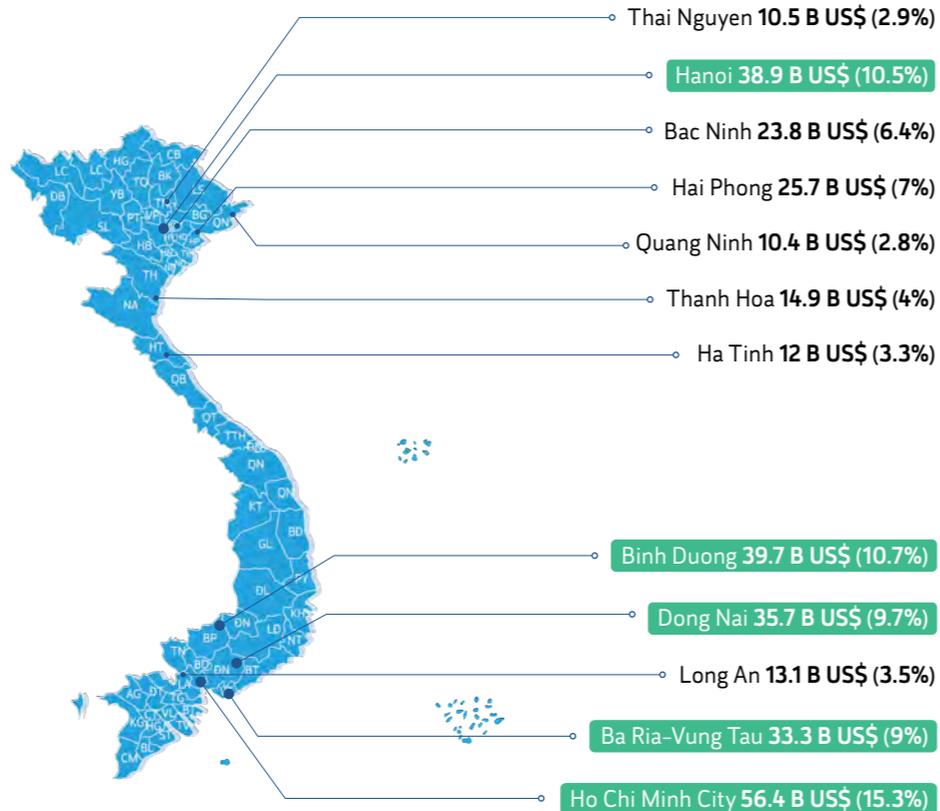
FDI projects by province

(Accumulated capital in billion US\$ and % of total capital)*

The vast majority of foreign investments have settled in **the south** of the country, in the region around Ho Chi Minh City, and in **the north**, in the region around Hanoi.

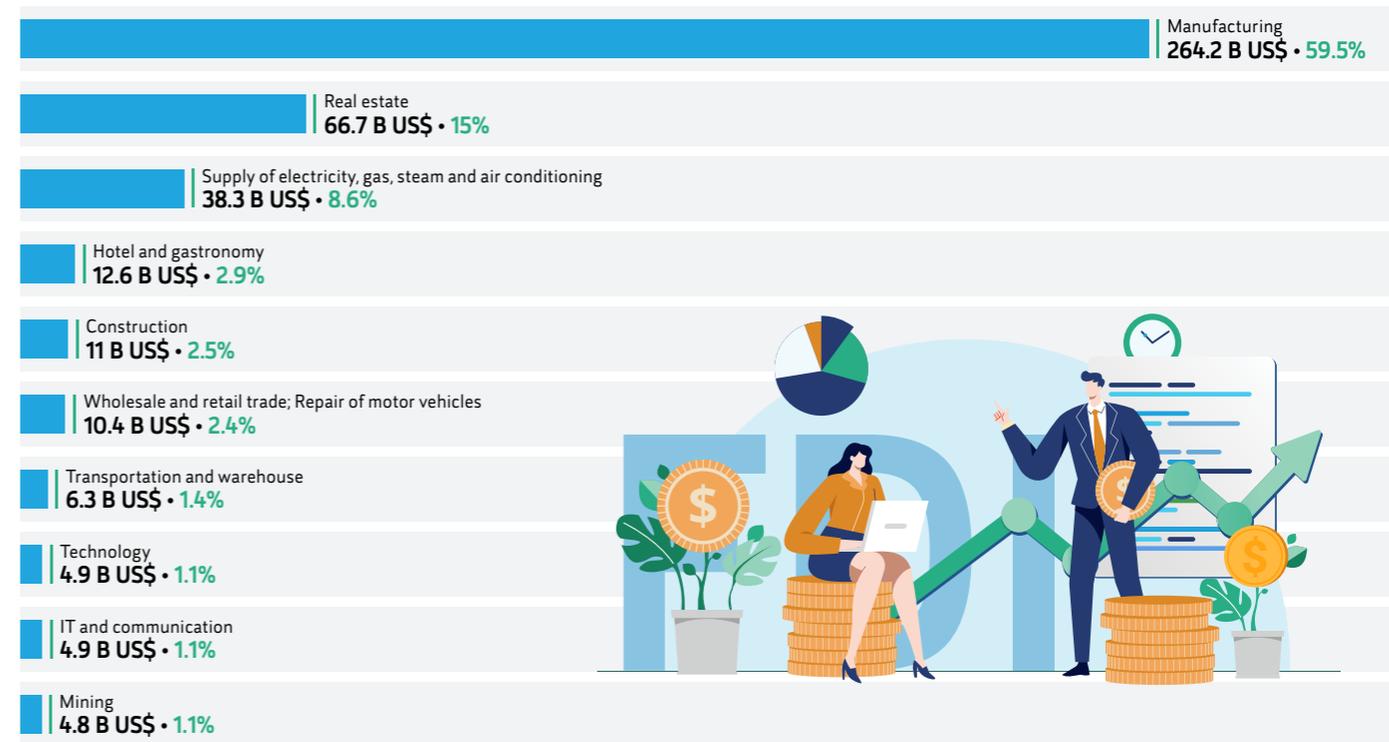
These regions have the most developed infrastructure and a high availability of qualified employees. Both regions are experiencing dynamic growth, with a rapidly expanding middle class.

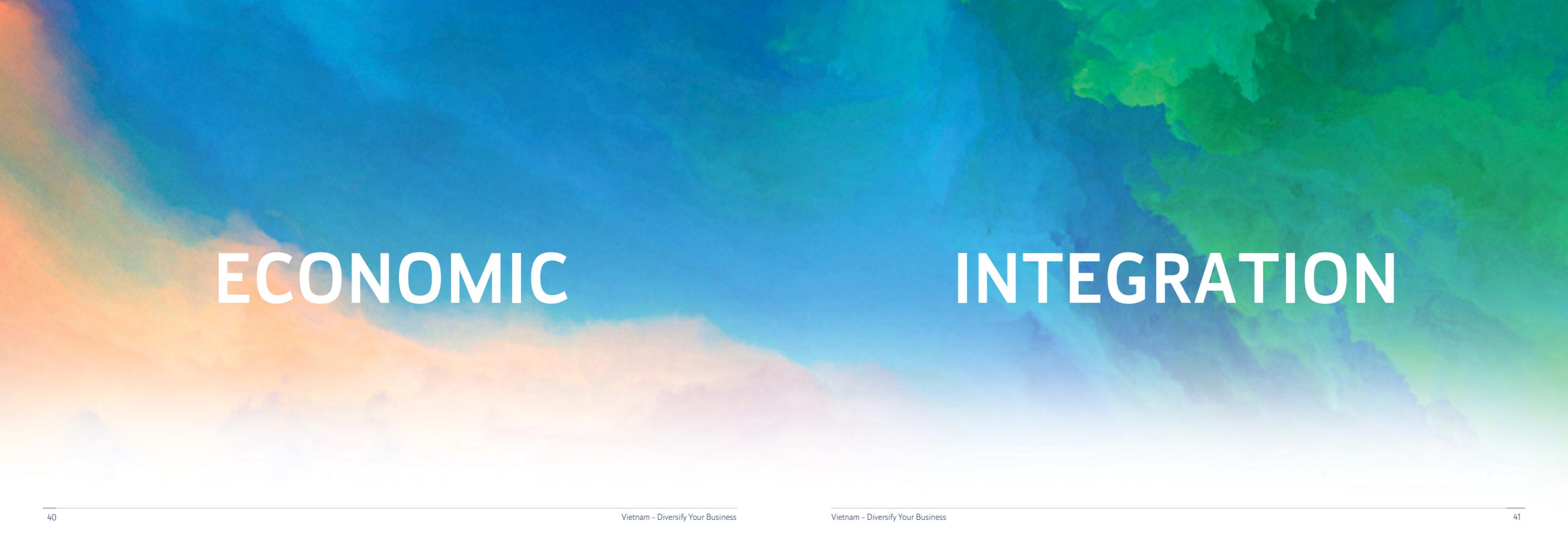
*) Calculated until March 2023



FDI Projects by sectors

(Accumulated capital in billion US\$ and % of total capital)*





ECONOMIC

INTEGRATION

Free trade agreement at a glance

Besides Singapore, Vietnam is the only country in ASEAN that is involved in all relevant free trade initiatives. The country is currently connected to more than 50 countries around the world through active trade agreements, including the ASEAN Economic Community (AEC), the new TPP-11 (CPTPP), the EU-Vietnam Free Trade Agreement (EVFTA), and the Regional Comprehensive Economic Partnership Agreement (RCEP).



Effective ASEAN agreements

Agreements
ASEAN-China
ASEAN-Japan
ASEAN-South Korea
ASEAN Free Trade Area ATIGA
ASEAN-Australia-New Zealand
ASEAN-India
ASEAN-Hong Kong, China

Effective bi- and multilateral free trade agreements of Vietnam

Agreements	Members
Vietnam-Japan	
Vietnam-Chile	
Vietnam-South Korea	
Eurasian Economic Union	Armenia, Belarus, Kazakhstan, Kyrgyzstan, Russia, Vietnam
Comprehensive and Progressive Trans Pacific Partnership (CPTPP) (TPP11)	Canada, Chile, Mexico, Peru, Australia, New Zealand, Japan, Singapore, Brunei, Malaysia, Vietnam
Vietnam-the European Union	EU-27
Vietnam-the European Kingdom	
Regional Comprehensive Economic Partnership (RCEP)	ASEAN, China, Japan, South Korea, India, Australia, New Zealand

The ASEAN Economic Community (AEC)

Vietnam's current economic success is also based on its clear commitment to unilateral free trade. Vietnam is one of the ten members of the **ASEAN Economic Community (AEC)**, where economic freedoms, similar to those in the EU, are applied.

Ten Southeast Asian nations aim to create a common market and established the AEC at the ASEAN Summit in 2015, which aims to enhance the competitiveness of member countries. The AEC follows the four familiar economic freedoms from Europe: **freedom of goods, freedom of services, freedom of capital movement, and the mobility of skilled workers.**



The EU-Vietnam Free Trade Agreement (EVFTA)

On August 1, 2020, the EVFTA (EU-Vietnam Free Trade Agreement) came into effect, marking a historic milestone in the economic relationship between the EU and Vietnam. **In addition to economic matters, the agreement also includes provisions for the benefit of workers and climate protection.** The EVFTA is ambitious and forward-looking, serving the interests of the German economy in particular.

The main advantages for German companies are **improved market access and legal certainty in the growing Vietnamese market.** With the entry into force of the agreement, **65% of Vietnamese tariffs** on EU exports were immediately eliminated, and the remaining tariffs will be phased out over a period of 10 years. Furthermore, the agreement reduces significant non-tariff trade barriers, opens up service and procurement markets, and protects 169 geographical indications of origin from the EU.



KEY POINTS

from the viewpoint of the German economy

Elimination of tariffs, Trade liberalization in goods, services, and investments

Better protection from intellectual property

Reduction of non-tariff trade barriers

Improved access to public tenders

More precise protection standards for investments

ELIMINATION OF TARIFFS

Vietnam's applied tariffs rate

up to 35% Machines	up to 78% Motor vehicles
up to 8% Pharmaceutical industry	up to 20% Dairy products
30% Wine	50% Chocolate

With the entry into force of the EU-Vietnam agreement

Removing almost ALL tariffs

With the entry into force of the agreement, 65% of Vietnamese tariffs on EU exports is eliminated. Meanwhile, the EU tariffs on the Vietnamese exports is asymmetrically phased out within seven years.

The Asia-Pacific Committee of German Business praises in a recent position paper the free trade agreement between the EU and Vietnam as "high quality and comprehensive".

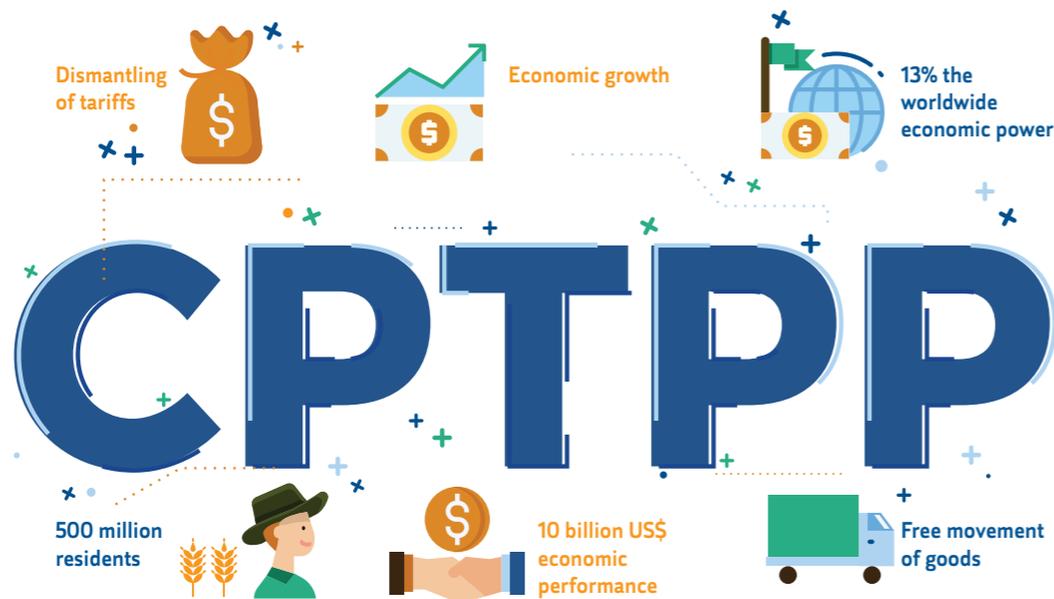
There are new opportunities in the areas of machines, motor vehicles, textiles, pharmaceutical industry, food, and chemistry.



The Trans-Pacific Partnership (CPTPP) (TPP11)

Eleven countries, excluding the United States (Australia, Brunei, Chile, Japan, Canada, Malaysia, Mexico, New Zealand, Peru, Singapore, and Vietnam), signed the revised Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) in March 2018, and it has been in force since early 2019. The CPTPP primarily focuses on promoting free trade in goods among its member states. Upon entry into force, approximately 99 percent of tariffs on industrial goods and over 80 percent of tariffs on agricultural, fishery, and forestry products are eliminated, either immediately or through country-specific transition periods of up to 20 years.

The CPTPP is expected to boost Vietnam's annual economic output between 1.1 and 3.5 percent by 2030.

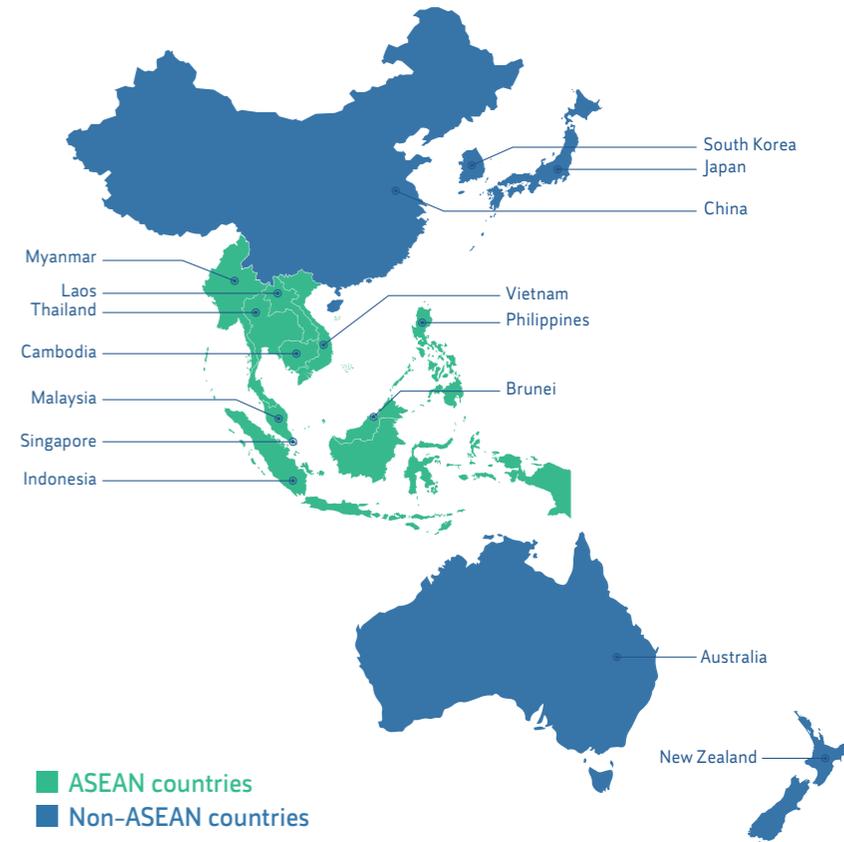


The Regional Comprehensive Economic Partnership Agreement (RCEP)

The Regional Comprehensive Economic Partnership Agreement (RCEP) is a free trade agreement between 15 contracting parties (the ten ASEAN members Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, and Vietnam as well as ASEAN's dialogue partners Australia, China, Japan, South Korea, New Zealand). Thus, RCEP encompasses **2.2 billion people, 30 percent of global gross domestic product, and 28 percent of global trade.**

It will promote tariff dismantling (tariff reduction of about 92 percent as planned) as well as ensure the liberalization of the services and investment following the WTO rules that are not yet comprehensively part of the WTO (such as e-commerce and competition).

For German and European companies, access to a larger market will be facilitated.



■ ASEAN countries
■ Non-ASEAN countries

China Plus One Strategy



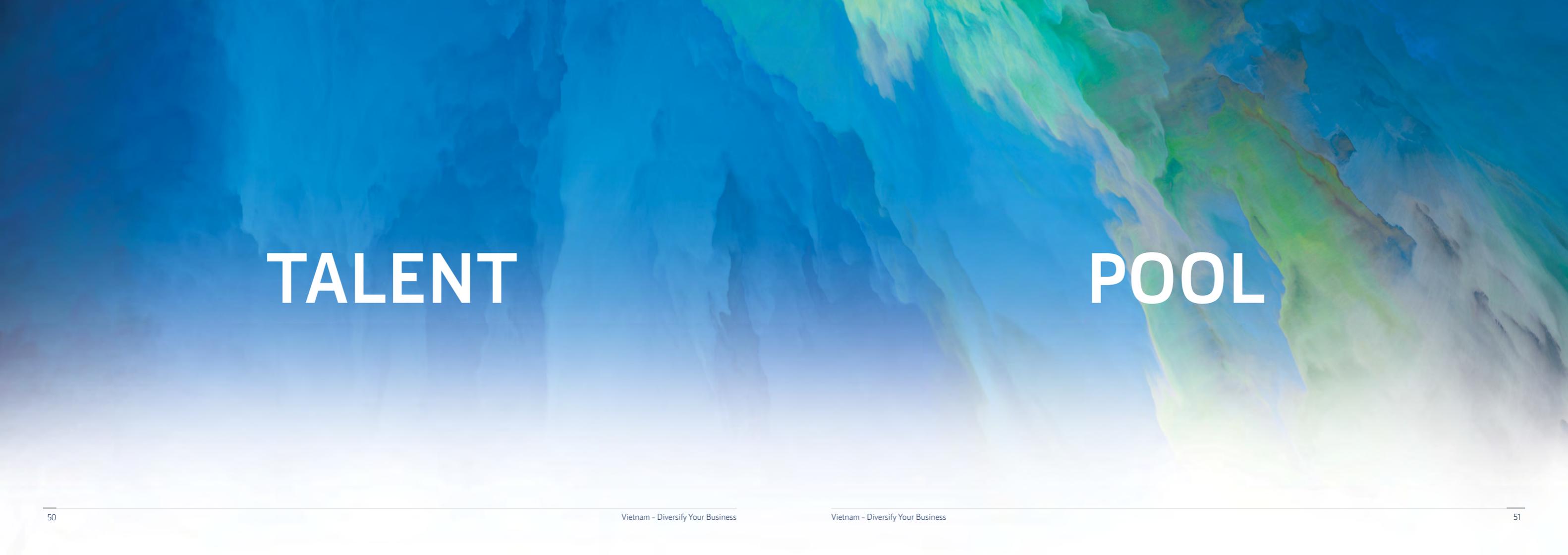
From the point of view of AHK Vietnam, we have continuously witnessed great interest of German companies in Vietnam. In particular, companies that initially invested in China several years ago are looking for a second market in Asia for diversification reasons and Vietnam is certainly a predestined location. This is about possible additional investments because the commitment in China is usually expanded, we call it the "China+1 strategy".

German companies that currently operate only one location in Asia are now considering establishing a second location outside of China. ASEAN is the preferred region for expansion, and within ASEAN, Vietnam is often the suitable destination.

"China +1" – The diversification of production capacities and supply chains through the expansion of new locations in addition to China.

Location advantages of Vietnam





TALENT

POOL

Vietnam's labor market at a glance

Vietnam's population has reached 99.5 million people, with an average age of 32.5 years. This rich pool of young motivated and relatively well-trained workforce is considered one of the greatest locational advantages of Vietnam.

Although the average wage level is still low, Vietnamese employees show their high reliability, process fidelity and loyalty.

*) Calculated until March 2023

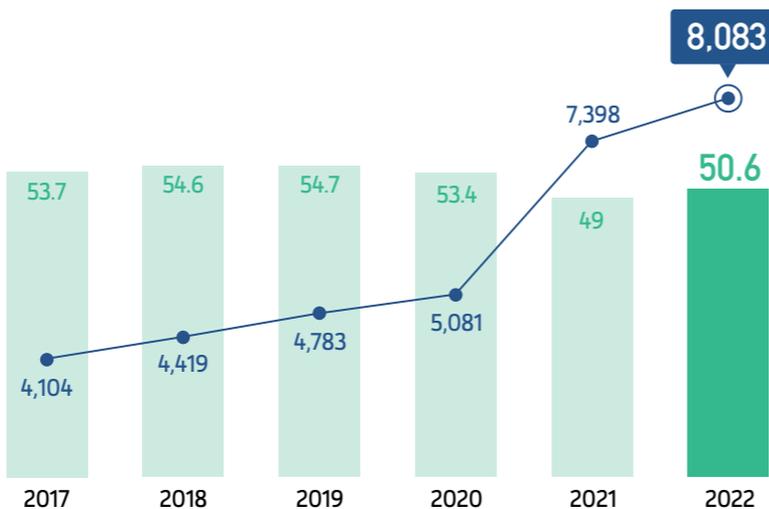


Hanoi and Ho Chi Minh City offer the largest pool of qualified workforces.

- Reasons:**
- Dynamic economy
 - High standard of living
 - High wages

Productivity

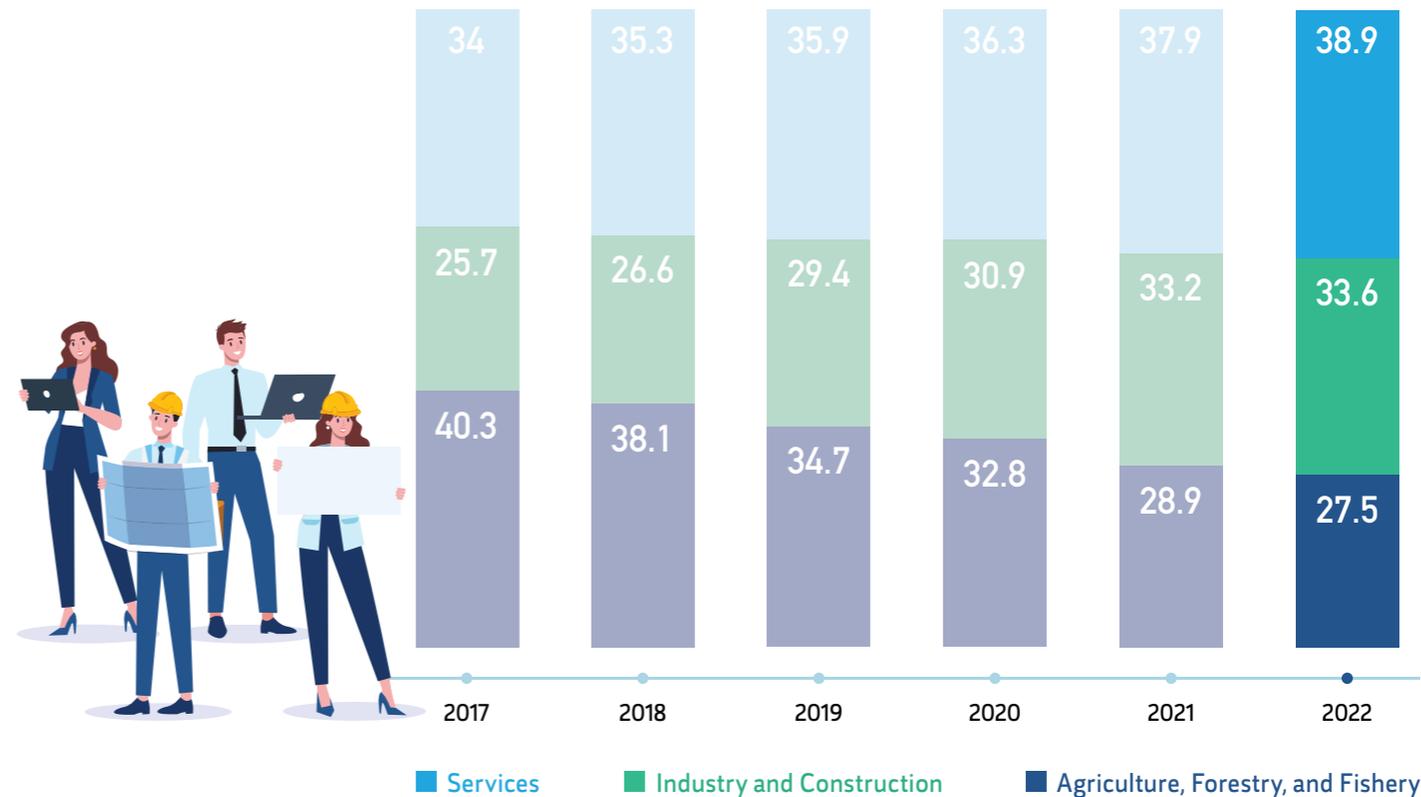
- Improved productivity
- Application of modern machines and technologies to increase productivity



Source: GSO Vietnam

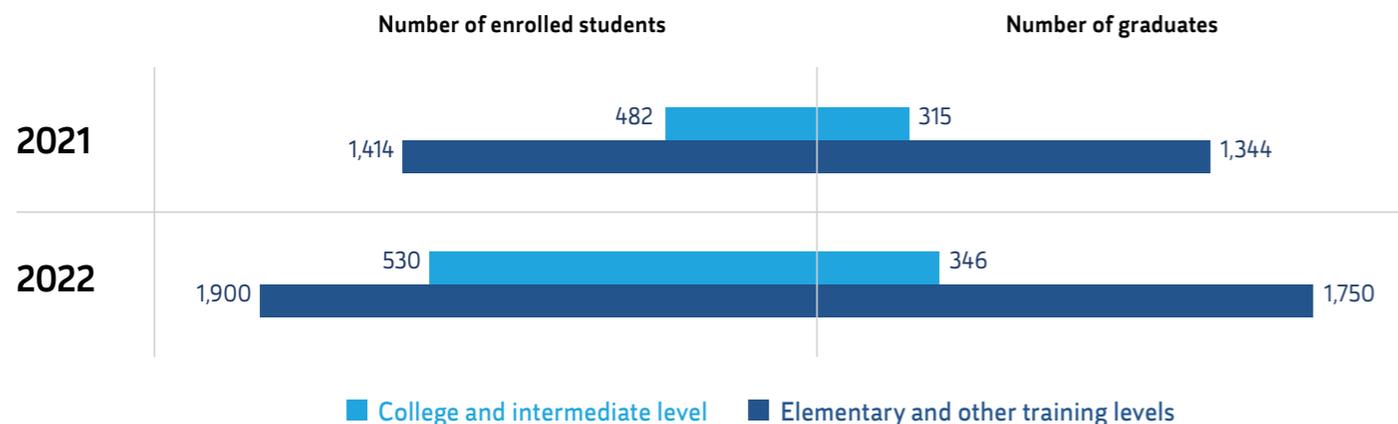
Employed people by sectors 2022

(Unit: %)



Source: GSO Vietnam

Annual number of enrolled students and graduates in thousands



With regard to the skilled workers in production, it should be first noted that the basic school level in a regional comparison is clearly above average. However, there is a lack of targeted and practical vocational training.

In cooperation with German companies, the AHK Vietnam promotes vocational education/training for Vietnamese labor forces with the “Dual Vocational Training” program for 9 apprenticeship occupations.



Since 2013, AHK Vietnam has been advising and supporting the establishment, implementation, and quality assurance of the dual vocational program based on German standards (DIHK).

Comparison of average monthly gross salary by positions in Japanese firms in 2021

Monthly salary in US\$ 2021	Industrial worker	Engineer	Manager in industrial enterprises	Office worker	Manager of Sales Department
Singapore 	1,955	2,883	4,414	2,654	4,766
China 	558	902	1,511	1,127	2,315
Thailand 	460	820	1,675	911	1,920
Malaysia 	446	897	1,708	949	2,035
Indonesia 	375	532	1,129	513	1,240
Philippines 	282	424	1,132	618	1,540
Vietnam 	263	504	1,065	645	1,385
Cambodia 	230	423	1,039	552	1,403
Laos 	216	370	793	545	1,288
Myanmar 	185	336	854	491	1,150

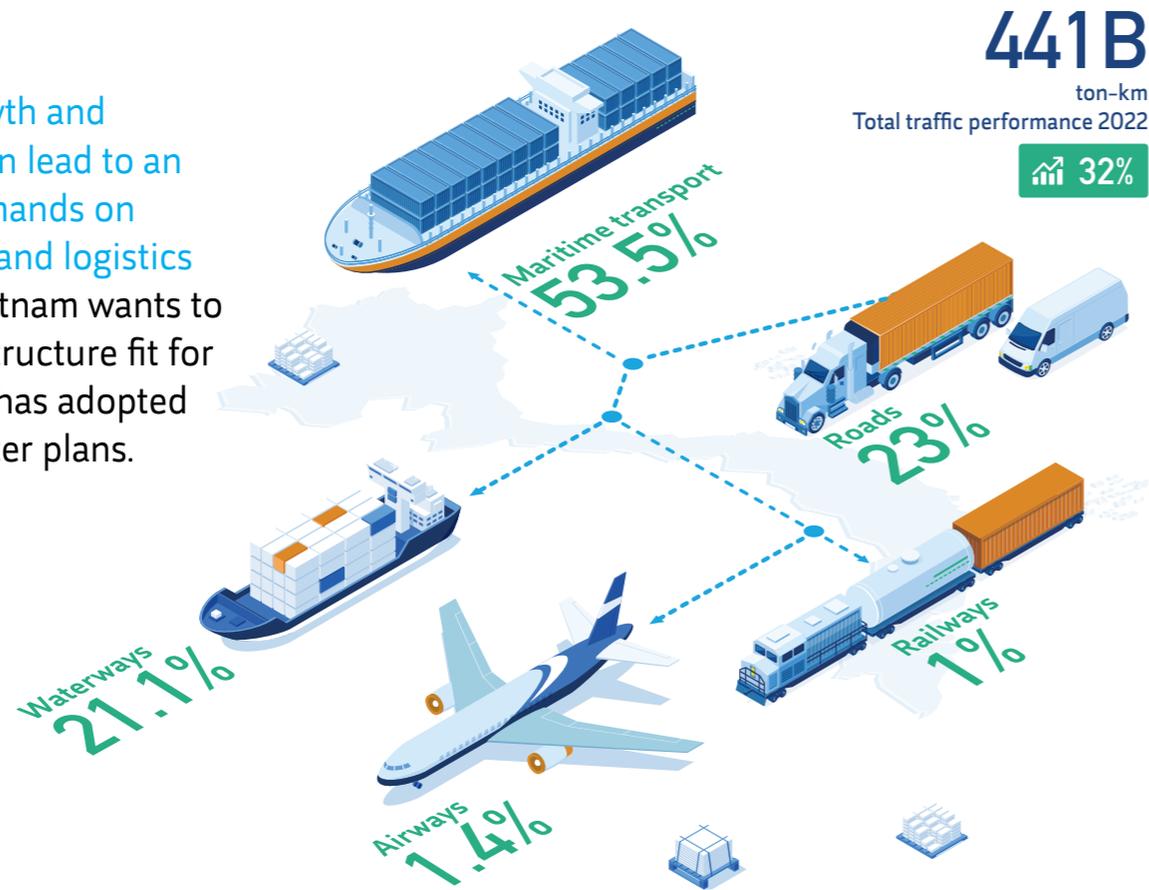


IMPROVED

INFRASTRUCTURE

Infrastructure

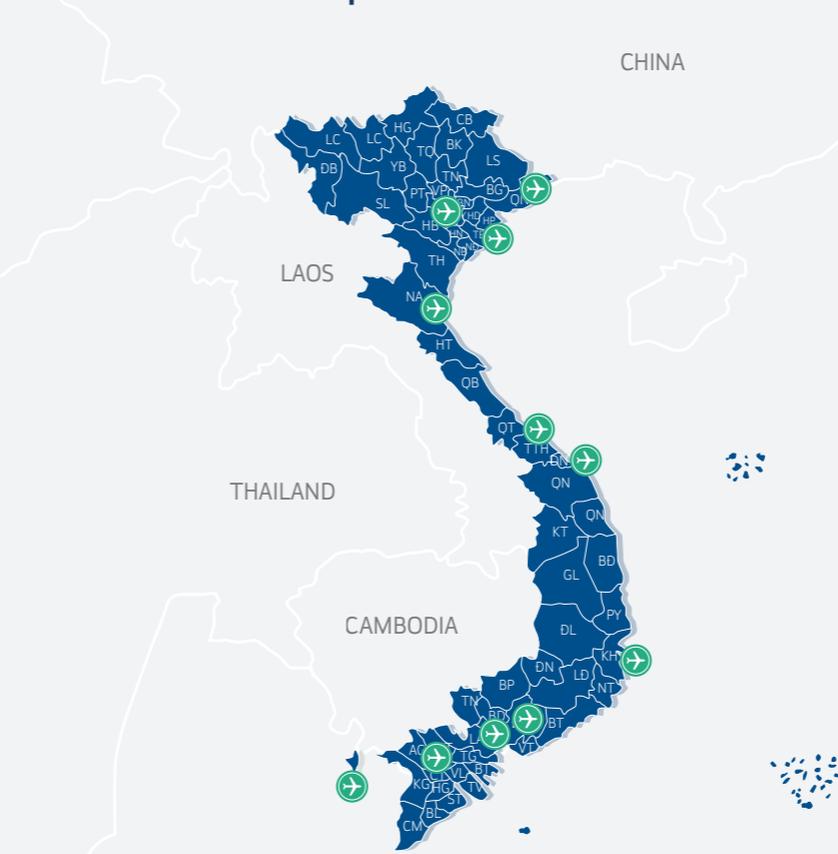
Economic growth and industrialization lead to an increase in demands on transportation and logistics in Vietnam. Vietnam wants to make its infrastructure fit for the future and has adopted ambitious master plans.



Source: GSO Vietnam

INFRASTRUCTURE

International Airports in Vietnam



Source: Airport Corporation of Vietnam



Vietnam is among the world's fastest growing aviation markets.

Vietnam has 10 international airports

- Tan Son Nhat (Ho Chi Minh City)
- Noi Bai (Hanoi)
- Da Nang (Da Nang)
- Cam Ranh (Khanh Hoa)
- Phu Quoc (Kien Giang)
- Can Tho (Can Tho)
- Phu Bai (Hue)
- Cat Bi (Hai Phong)
- Vinh (Nghe An)
- Van Don (Quang Ninh)
- Long Thanh (Dong Nai) (2026)

List of airlines in Vietnam

- Vietnam Airlines
- Bamboo Airways
- Vietjet Air
- Pacific Airlines
- Vasco
- Vietstar Airlines
- Vietravel Airlines

Main Seaports in Vietnam

Vietnam's port logistics has changed due to an extensively improved port expansion.



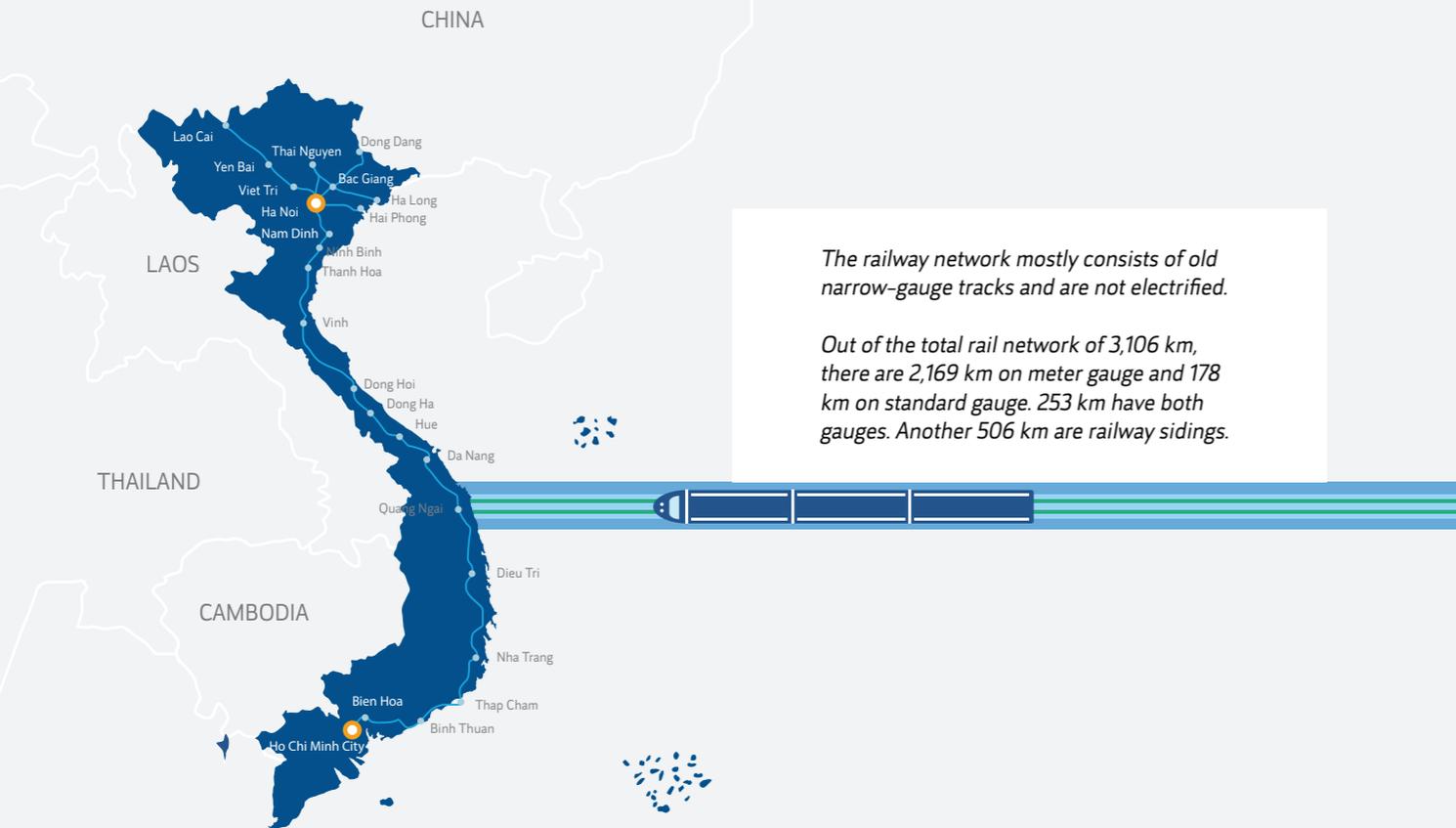
- Hon Gai-Cai Lan Port in Quang Ninh
- **Lach Huyen Port in Hai Phong** with a capacity of 6.2 million TEU per year
- Lien Chieu Port in Da Nang
- Quy Nhon Port in Binh Dinh
- **Cai Mep-Thi Vai Deep-water Port in Ba Ria-Vung Tau** with a capacity of 6.8 million TEU per year
- Van Phong Port in Khanh Hoa
- Cat Lai Port in Ho Chi Minh City
- Hon Khoai Deep-water Port in Ca Mau

Road Network in Vietnam

According to the government's master plan, road construction is the priority. The most important project is the expansion of the North-South Expressways.



Railway Network in Vietnam



The railway network mostly consists of old narrow-gauge tracks and are not electrified.

Out of the total rail network of 3,106 km, there are 2,169 km on meter gauge and 178 km on standard gauge. 253 km have both gauges. Another 506 km are railway sidings.

Energy of Vietnam

The energy demand in Vietnam is experiencing rapid growth, particularly with regards to electricity consumption, which is increasing by 10 percent annually. The government, as well as the state-owned power utility Electricity of Vietnam (EVN), is strongly committed to promoting investment in the energy sector and ensuring the sustainability of energy supply. Looking ahead to 2050, the Vietnamese electricity industry aims to achieve net-zero electricity consumption by gradually shifting away from coal-fired power generation and relying more on renewable energy.

Renewable Energy in Vietnam offers good conditions to both **Wind and Solar Energy**. A 3,000 km long coastline holds significant potentials for **Wind Energy** (24 GW of installable capacity). For **Solar Energy**, the country is well equipped and has solar generation potential of 4 to 5 kWh/sq.m/day.

Vietnam's energy mix 2023 - 2050 (installed capacities in GW)

	Hydroelectric power	Fossil fuels	Gas power	Wind power	Solar power	Others	Total
2023	22	25.6	7.2	4	16.6	0.9	76.3
2030	29.3	30.1	37.6	27.9	12.8	112.7	250.5
2050	36	0	37.3	168.6	189.3	59.3	490.5

Investment incentives for energy producers

- Tax breaks for solar companies.
- Exemption from import duties for components, which cannot be obtained in Vietnam.
- Facilitation in the granting of land use rights.



VIETNAM-GERMANY



German-Vietnamese Economic Relations

Vietnam and Germany have a close historical relationship, which is unique in ASEAN. 170,000 Vietnamese live permanently in Germany. Other 120,000 Vietnamese, who were trained in Germany, now live in Vietnam and work in key positions in business, administration, or politics.

Investment

More than 4,000 German companies have already exported to Vietnam and about 500 German companies are permanently active in Vietnam or have ongoing business contacts with Vietnamese companies.

Trade

Bilateral trade in goods has quadrupled in the last 10 years. Germany is Vietnam's largest EU trading partner. With a trade volume of 18.1 billion EUR in 2022, Vietnam is Germany's second most important trading partner in the ASEAN region. Thanks to the free trade agreement with the EU, we expect the German-Vietnamese trade volume to increase to around 20 billion EUR over the next two to three years.



Source: Destatis, GSO Vietnam and MPI Vietnam



Trading volume
2022

18.1^B EUR



German FDI in
Vietnam*

2.4^B US\$



Export growth to Germany
2022

+37.3%



No. of German citizens
in Vietnam

2,000



No. of FDI projects*

443



About

50,000

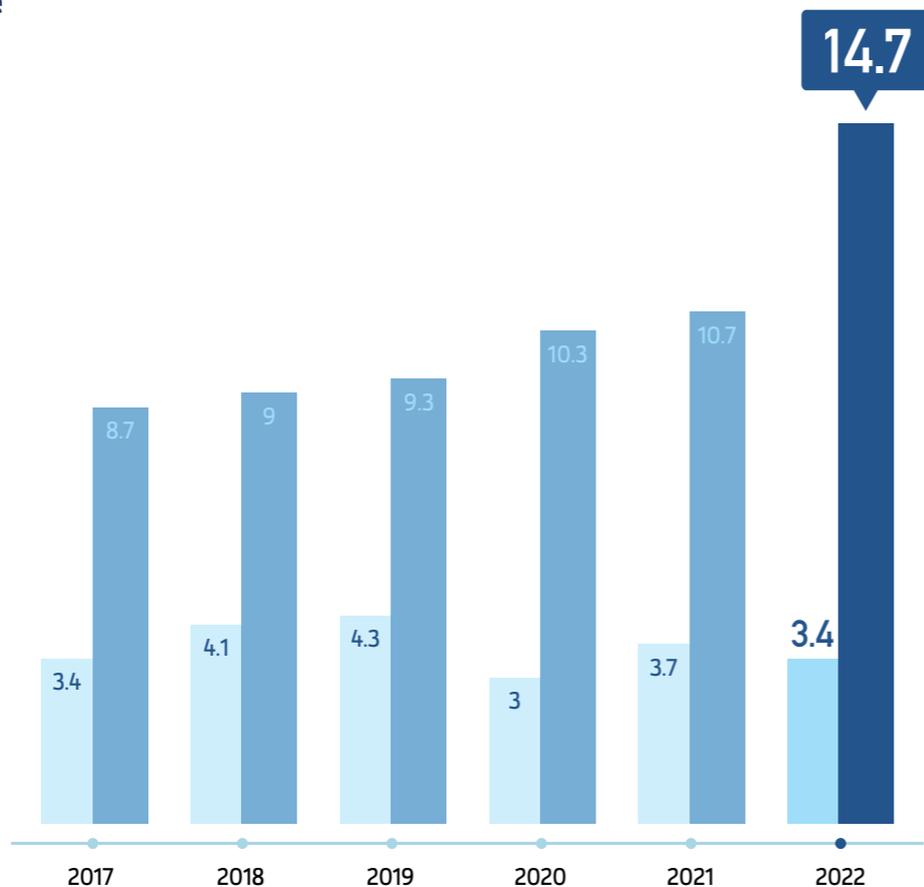
jobs created by
German Investment

*) Calculated until March 2023

German-Vietnam foreign trade

Germany is Vietnam's most important trading partner in the EU and German products enjoy an excellent reputation in Vietnam.

■ German Import (in billion EUR)
■ German Export (in billion EUR)



Main export and import goods in 2022 (in million US\$, proportion in %)

Germany's most important export goods to Vietnam		2022	%	Germany's most important import goods from Vietnam		2022	%
	Machines	1,267.7	35.0		Machines	1,557.9	17.4
	Medicines	364.1	10.1		Footwears	1,293.1	14.4
	Chemical products	270.7	7.5		Telephones and their parts	1,159.8	12.9
	Chemicals	250.7	6.9		Textile	1,067.3	11.9
	Computer	230.4	6.4		Computer	686.2	7.7
	Plastics	107.7	3.0		Coffee	473.6	5.3
	Car CBU	86.7	2.4		Iron and steel products	258.9	2.9
	Plastic products	86.8	2.4		Fishery products	252.4	2.8
	Iron and steel products	73.6	2.0		Means of transport and their parts	210.8	2.4
	Wood and wooden products	56.4	1.6		Toys, sport equipment and their parts	207.1	2.3

German investments over years

The **motivation** for investment in Vietnam can vary, but three main factors can be identified. Firstly, the relatively low labor costs, especially for investments made 10 – 15 years ago, remain a significant factor. In recent times, companies have also been drawn to Vietnam due to the high **reliability** of their Vietnamese partners and workforce, as well as their **willingness to learn** and their **performance capabilities**. This has resulted in many German investments expanding their activities beyond pure production investments to include activities such as software development or other in-house research and development activities.

Today's prospective investors make their decisions much more strategically by carefully analyzing the developments in free trade policies and combining the new plans with their existing engagements in China.

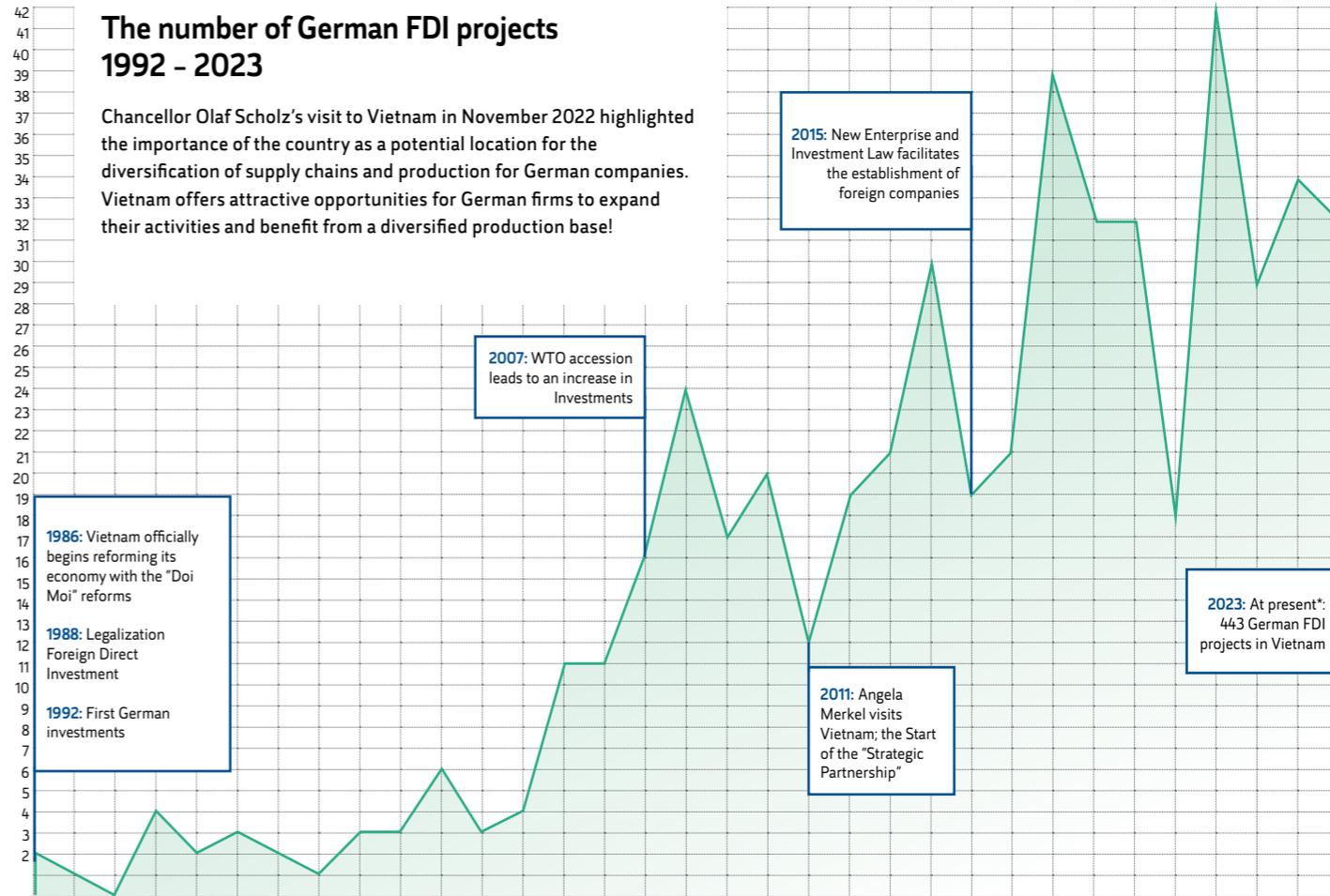
There is still great potential in all areas. One goal, for example, is to increase local processing of products. We have observed a significant interest in this from numerous German companies.



Source: AHK Vietnam, MPI Vietnam

The number of German FDI projects 1992 - 2023

Chancellor Olaf Scholz's visit to Vietnam in November 2022 highlighted the importance of the country as a potential location for the diversification of supply chains and production for German companies. Vietnam offers attractive opportunities for German firms to expand their activities and benefit from a diversified production base!



Source: AHK Vietnam, MPI Vietnam

*) Calculated until March 2023

German investments by sectors*

Sectors	Number of projects	Total registered capital (in million US\$)
 Manufacturing and processing	120	1,225
 Supply of electricity, gas, steam and air conditioning	8	643
 Wholesale and retail trade; repair of motor vehicles and motorcycles	96	246
 Water supply and waste management	1	62
 Mining	3	38
 Construction	7	34
 Accommodation and food services	11	31
 Professional activities, science and technology	91	29
 Healthcare and social services	3	14
 Agriculture, forestry and fishery	1	12
 Transportation and warehouse	13	11
 Information and communication	68	8
 Education and training	6	5
 Real estate	3	5
 Art and recreation	2	1
 Administrative and support services	6	1
 Other services	2	0.2
 Financial, banking and insurance	2	0.1
Total	443	2,365

German investments by province*

Province	Number of projects	Total registered capital (in million US\$)
Dong Nai	13	367
Ho Chi Minh City	231	366
Ninh Thuan	3	230
Thanh Hoa	4	202
Quang Nam	7	164
Hai Phong	10	135
Quang Ngai	1	130
Hanoi	79	114
Ba Ria – Vung Tau	6	111
Hai Duong	4	88
Binh Dinh	5	69
Quang Binh	2	62
Long An	9	56
Binh Duong	18	51
Thai Nguyen	5	43
Thua Thien – Hue	3	41
Can Tho	3	36
Quang Ninh	1	21
Hung Yen	4	17
Nam Dinh	1	13
Da Nang	11	11

Most of German investments are located in South Vietnam/ Ho Chi Minh City for the following reasons:

- The first economic reforms in the 1980s/1990s were carried out here and led to cluster effects
- Stronger economic development and higher GDP/capita, leading many companies to start sales/procurement activities here
- Openness of business partners

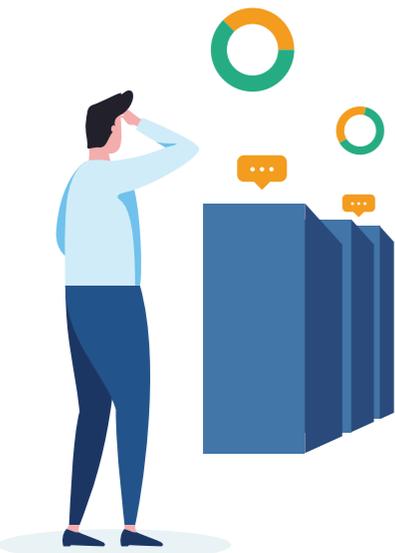
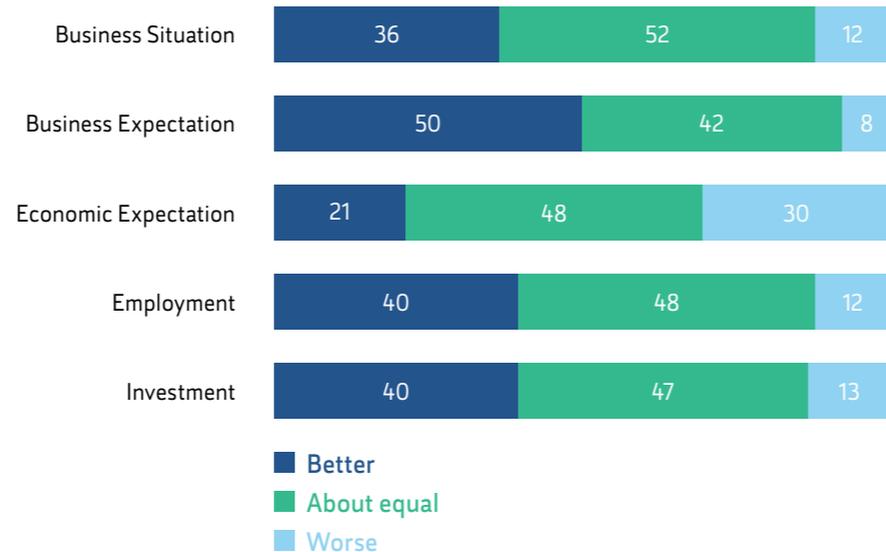


AHK World Business Outlook Survey – Spring 2023

The survey was conducted by the network of German Chambers of Commerce Abroad (AHKs). It collects feedback from more than 5,100 German companies worldwide from March 20 to April 6, 2023, aiming to assess the economic climate and future prospects for German companies in Vietnam and worldwide.

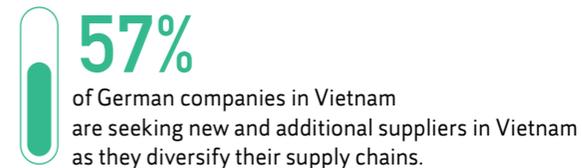
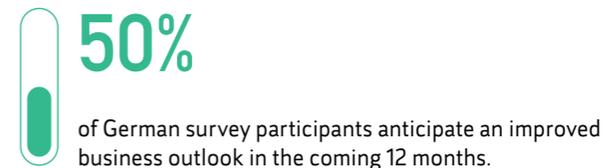
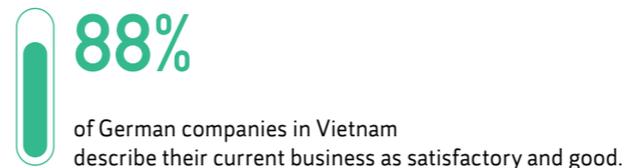
Despite of global economic uncertainties, German investors in Vietnam maintain optimism about their business situation as well as their positive expectations for the economic development of Vietnam.

Vietnam at a glance (figures in percent)

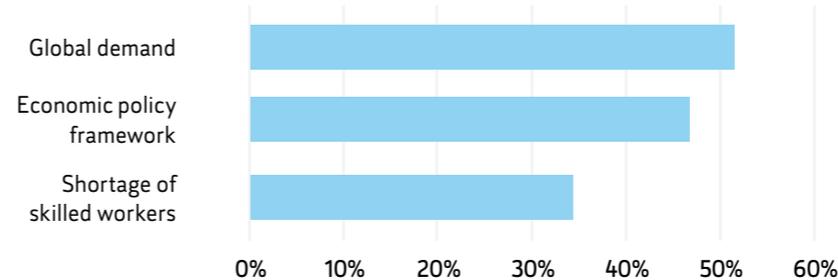


AHK World Business Outlook Survey – Spring 2023

Vietnam: An investment spotlight with optimism, resilience and sustainability



TOP 3 potential risks that German investors identify while expanding their business in Vietnam:



PARTNERS IN VIETNAM



Partners in Vietnam



AHK VIETNAM



The AHK Global Network

History of AHK Vietnam

CLMV Sub-region

Our Services

- Market Entry Services
- Business Development Services
- Internal Services

The AHK Global Network

The Delegation of German Industry and Commerce in Vietnam (AHK Vietnam) is a part of the global network German Chambers of Commerce Abroad (AHKs) in 150 locations in 93 countries.

50.000
MEMBERS

>125 YEARS



History of AHK Vietnam

The AHK Vietnam officially operates under the name “Delegation of German Industry and Commerce in Vietnam” since 1994 in Vietnam.



Delegation of German Industry & Commerce in Vietnam, Myanmar, Cambodia, and Laos

As of May 1, 2023, the Delegate of German Industry and Commerce in Vietnam will assume the position of Delegate of German Industry and Commerce in Myanmar, as well as in Cambodia and Laos. The role entails promoting, supporting, and representing the interests of the German economy. Simultaneously, the aim is to enhance the economic relations between Germany and the sub-region. The goal is to foster regional economic integration in order to ensure stability and prosperity in the CLMV sub-region.



Our Services

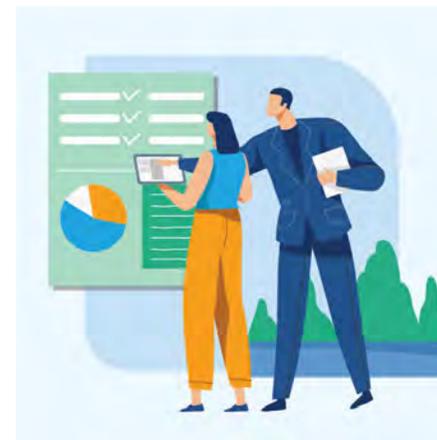
We have been the official representative of the German economy vis-à-vis the Vietnamese government and administration since 1994. Our role is to provide advisory services to German companies.



MARKET ENTRY SERVICES



BUSINESS DEVELOPMENT SERVICES



INTERNAL SERVICES

Supported by:



on the basis of a decision by the German Bundestag

Professional consulting on entry to the Vietnamese market and development of market understandings

The “Market Entry Consulting” department of AHK Vietnam offers comprehensive advice and support for the establishment and expansion of your activities in Vietnam. Our services are divided into the following areas:

- BUSINESS PARTNER SEARCH
- INVESTMENT LOCATION ANALYSIS
- DELEGATION & PROJECTS
- MARKET RESEARCH
- COMPANY INFORMATION
- HR CONSULTING
- OFFICE IN OFFICE
- GERMAN BUSINESS INCUBATOR
- MARKETING CAMPAIGN
- EVENTS



Contact Person: Mr. Björn Koslowski
 Tel.: +84 (24) 3825 1420 – Fax.: +84 (24) 3825 1422
 E-Mail: koslowski.bjoern@vietnam.ahk.de

German Business Incubator Vietnam

The launch pad for your activities in Vietnam!

The “German Business Incubator Vietnam” offers you an ecosystem to establish yourself in one of the most dynamic economies in Asia.

The incubator is located in the “Deutsches Haus Ho Chi Minh City,” one of the most modern and energy-efficient office buildings in Vietnam. Situated on Le Duan Boulevard in the heart of District 1, the city’s central business district, the Deutsches Haus serves as an excellent starting point for your business activities in Vietnam.

Contact Person: Mr. Nguyen Ngoc Sang
 Tel.: +84 (0) 909 309 667 – Fax.: +84 (28) 3823 9773
 E-Mail: sang.nguyen@vietnam.ahk.de



GERMAN BUSINESS INCUBATOR VIETNAM

Services for Healthcare Industry

The AHK Vietnam will support German SMEs in the healthcare industry with development in the Vietnamese market. Approaching new market requires careful preparations and clear business plans. We offer reliable information on economic policies, legal regulations and frameworks, demands, opportunities and challenges of this industry. We also assist German SMEs in connecting with Vietnam's government, ministries and agencies in the healthcare industry as well as with business networking between two countries. Together with the with the BMWK, the German Federal Ministry for Economic Affairs and Climate Action, we will prepare, organize and accompany German businesses in the healthcare industry to Vietnam on special events and delegation trips.



Contact Person: Mr. Tran Duy Tuan

Tel.: +84 (28) 3622 0993 – Fax.: +84 (28) 0823 9773

E-Mail: tuan.tran@vietnam.ahk.de

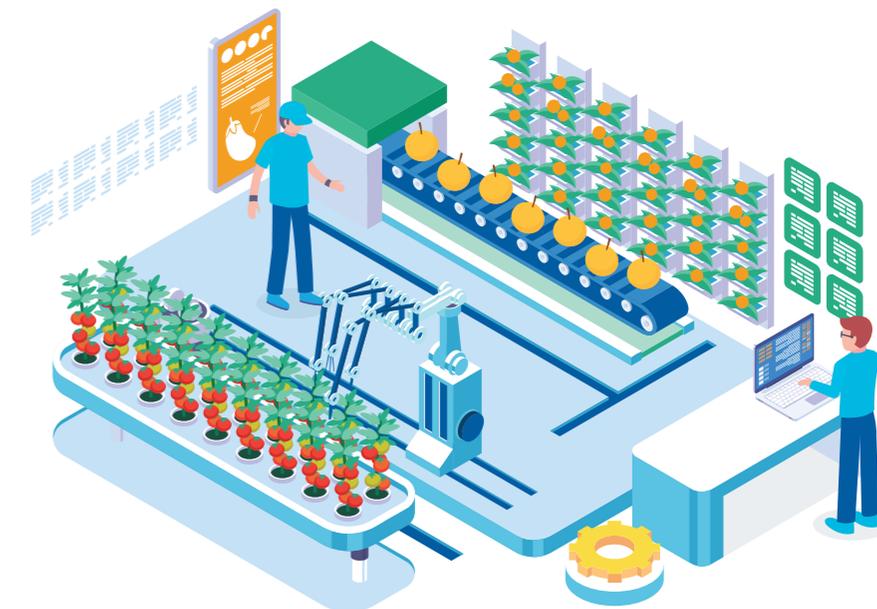
Vietnam Competence Centre for the German Agricultural and Food Industry

Implementation and Financing of the Project

The Competence Centre for the German Agricultural and Food Industry in Vietnam is being implemented by AHK Vietnam. It is funded by the German Federal Ministry of Food and Agriculture (BMEL). In particular, BMEL grants financial support for the market entry services offered and conducted by the Competence Centre. This makes it more cost-effective for the field's companies who are looking for export opportunities in Vietnam.

Project Goal

The Competence Centre is supporting German companies in the field of food and agriculture with market entry and expansion in Vietnam.



Contact Person: Ms. Doan Bich Phuong

Tel.: +84 (28) 3822 7538 – Fax.: +84 (28) 3823 9773

E-Mail: phuong.doanbich@vietnam.ahk.de



With support from



by decision of the
German Bundestag

Sustainability Consulting

Germany was the first country to enact the "Supply Chain Due Diligence Act" (LkSG) on January 1, 2023, which obligates companies to consider aspects such as human rights, workers' rights, and environmental protection along their global supply chains.

Our tailored advisory services provide specific recommendations on how your company can meet the requirements of the LkSG at its production site in Vietnam. Please feel free to contact us for further information.



Contact Person: Ms. Lanh Huyen Nhu
 Tel.: +84 (28) 38239775 – Fax.: +84 (28) 3823 9773
 E-Mail: lanh.nhu@vietnam.ahk.de

Dual vocational training according to DIHK-standards in Vietnam

Following the German model and DIHK standards, the AHK Vietnam is driving, coordinating, and certifying German dual vocational training programs in Vietnam. This ensures a high level of education and guarantees a supply of qualified workforce.



Further education

We offer a wide range of training opportunities, ranging from specific vocational trainings for particular professions to management courses. Our courses can be offered in close collaboration with local companies to ensure that they meet the specific needs and requirements of the company.



Contact Person: Ms. Dao Thu Trang
 Tel.: +84 (24) 3936 1897 – Fax.: +84 (24) 3825 1422
 E-Mail: trang.daothu@vietnam.ahk.de

ProRecognition

Consultation to recognition of professional qualification acquired in Vietnam.

AHK Vietnam provides corresponding information, sound advices on recognition procedures on-site in Vietnam and guides the application process.

The ProRecognition project is funded by the Federal Ministry of Research and Education (Bundesministerium für Bildung und Forschung (BMBF)).



Contact Person: Ms. Le Nguyen Bao Tran
 Tel.: +84 (28) 3824 4345 – Fax.: +84 (28) 3823 9773
 E-Mail: tran.le@vietnam.ahk.de



Hand in Hand for International Talents

Aim of the project

AHK Vietnam is developing and piloting a practical and transferable process to attract qualified professionals in IHK professions from Vietnam to companies in Germany. The project is implemented in close cooperation with the Federal Employment Agency, Chambers of Industry and Commerce in 7 cities as well as with our local partners.



The ideal process includes



Contact Person: Ms. Nguyen Hong Ngoc Lam
 Tel.: +84 (28) 3622 0994 – Fax.: +84 (28) 3823 9773
 E-Mail: lam.nguyen@vietnam.ahk.de

Marketing & Communication

Take advantage of our diverse platforms and extensive advertising opportunities to reach your target audience within an international network. We offer the following options:

- Placement of advertisements on the **AHK Vietnam homepage**
- Placement of advertisements in the **monthly newsletter Vietnam Brief**
- Placement of advertisements in our **information brochure** of AHK Vietnam
- Placement of advertisements on our **social media channels** including Facebook, Twitter, LinkedIn, Instagram, and YouTube
- Additional available marketing channels: **podcasts, videos, and blogs**

Benefit from our wide reach and effectively target your desired audience through targeted advertising and sponsorship opportunities across various channels.

Contact Person: Ms. Dao Thu Trang

Tel.: +84 (24) 3936 1897 – Fax.: +84 (24) 3825 1422

E-Mail: trang.daothu@vietnam.ahk.de



GBA Membership and Networking

Members benefit from numerous advantages

The German Business Association (GBA Vietnam) offers professional information, exchange experiences with Vietnamese, German and European business partners, various events as well as excellent network in business, politics and administration in Vietnam.

www.gba-vietnam.org



Contact Person: Ms. Hoang Tuyet Mai

German Business Association

Tel.: +84 (28) 3823 9772, Ext. 113 – Fax.: +84 (28) 3823 8909

E-Mail: info@gba-vietnam.org



Important Addresses

Delegation of the German Industry and Commerce in Vietnam

Ho Chi Minh City Office:

Deutsches Haus Ho Chi Minh,
4. FL, 33 Le Duan Blvd, Dist. 1,
HCMC, Vietnam
Tel.: +84 28 3823 9775

Hanoi Office:

Lotte Center Hanoi, East Tower,
18. FL, 1803 – 1804, 54 Lieu Giai St.,
Ba Dinh Dist., Hanoi, Vietnam
Tel.: +84 24 3825 1420
www.vietnam.ahk.de

Embassy of Germany in Hanoi

29 Tran Phu St., Ba Dinh Dist.,
Hanoi, Vietnam
Tel.: +84 24 3267 3335

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

Deutsches Haus Ho Chi Minh City,
33 Le Duan Blvd, Dist. 1,
HCMC, Vietnam
Tel.: +84 (28) 38 288 100
www.vietnam.diplo.de

GTAI – Germany Trade and Invest

Lotte Center Hanoi, East Tower,
18. FL, 1803 – 1804, 54 Lieu Giai St.,
Ba Dinh Dist., Hanoi, Vietnam
Tel.: +84 24 3939 3299
www.gtai.de

GBA – German Business Association

Deutsches Haus Ho Chi Minh City,
4. FL, 33 Le Duan Blvd, Dist. 1,
HCMC, Vietnam
Tel.: +84 28 3823 9772
www.gba-vietnam.org

GIZ – German Corporation for International Cooperation GmbH

Hanoi Towers, 6. FL, 49 Hai Ba
Trung St., Hoan Kiem Dist.,
Hanoi, Vietnam
Tel.: +84 24 3934 4951
www.giz.de

Goethe – Institut Hanoi

56–58–60 Nguyen Thai Hoc St.,
Ba Dinh Dist., Hanoi, Vietnam
Tel.: +84 24 3200 4494

Goethe – Institut Ho Chi Minh City

18 Str. Nr.1, Cu Xa Do Thanh,
Ward 4, Dist. 1, HCMC, Vietnam
Tel.: +84 28 3832 6716
www.goethe.de

DAAD – German Academic Exchange Service

Hanoi University of Science and
Technology, 1 Dai Co Viet / Tran
Dai Nghia St., Hai Ba Trung Dist.,
Hanoi, Vietnam
Tel.: +84 24 3868 3773
www.daadvn.org

KfW – Credit Bank for Reconstruction

Hanoi Tower, 12. FL, 49 Hai Ba Trung
St., Hoan Kiem Dist., Hanoi, Vietnam
Tel.: +84 24 3934 5355
www.kfw.de

Vietnamese – German University

Binh Duong Campus: Ring road 4,
Quarter 4, Thoi Hoa Ward, Ben Cat
Town, Binh Duong, Vietnam
Ho Chi Minh Office: Halo Building,
5–6–7 FL., 10 Hoang Dieu St., Phu
Nhuan Dist., HCMC, Vietnam
Tel.: +84 2474 222 0990
www.vgu.edu.vn

MOFA – Industry of Foreign Affairs

1 Ton That Dam St., Ba Dinh Dist.,
Hanoi, Vietnam
Tel.: +84 24 3799 2000
www.mofa.gov.vn/en

MOIT – Ministry of Industry and Trade

54 Hai Ba Trung St., Hoan Kiem
Dist., Hanoi, Vietnam
Tel.: +84 24 2220 2108
www.moit.gov.vn/en

MPI – Ministry of Planning and Investment

6B Hoang Dieu St., Ba Dinh Dist.,
Hanoi, Vietnam
Tel.: +84 24 3845 5298
www.mpi.gov.vn

MOLISA – Ministry of Labour – Invalids and Social Affairs

12 Ngo Quyen St., Hoan Kiem Dist.,
Hanoi, Vietnam
Tel.: +84 24 6270 3645
www.molisa.gov.vn

MOT – Ministry of Transport

80 Tran Hung Dao St., Hoan Kiem Dist.,
Hanoi, Vietnam
Tel.: +84 24 3942 2079
www.mt.gov.vn/en

MOET – Ministry of Education and Training

35 Dai Co Viet St., Hai Ba Trung Dist.,
Hanoi, Vietnam
Tel.: +84 24 3869 5144
www.moet.gov.vn

MOF – Ministry of Finance

28 Tran Hung Dao St., Hoan Kiem Dist.,
Hanoi, Vietnam
Tel.: +84 24 2220 2828 – 2888
www.mof.gov.vn

MONRE – Ministry of Natural Resources and Environment

10 Ton That Thuyet St., Nam Tu Liem
Dist., Hanoi, Vietnam
Tel.: +84 24 3795 6868
www.monre.gov.vn

VCCI – Vietnam Chamber of Commerce and Industry

VCCI Tower, 4. FL, 9 Dao Duy Anh St.,
Dong Da Dist., Hanoi, Vietnam
Tel.: +84 24 3574 2022
www.vcci.com.vn

The Embassy of the Social Republic of Vietnam in the Federal Republic of Germany

Elsenstraße 3
12435 Berlin-Treptow, Deutschland
Tel.: +49 30 53630 108
+49 30 53630 102
www.vietnambotschaft.org

Consulate General of the Social Republic of Vietnam in Frankfurt am Main

Villa Hanoi, Kennedy-Allee 49
60596 Frankfurt am Main, Deutschland
Tel.: +49 69 795 33650
vnconsulate-frankfurt.mofa.gov.vn/en-us/

Imprint

Publisher

Delegation of German Industry and Commerce in Vietnam

Ho Chi Minh City Office

Deutsches Haus Ho Chi Minh City
4th Floor, 33 Le Duan Boulevard, Ben Nghe Ward,
District 1, Ho Chi Minh City, Vietnam
Tel.: +84 (28) 3823 9775
Fax: +84 (28) 3823 9773

Hanoi Office

Lotte Center Hanoi, East Tower
18th Floor, 1803 – 1804, 54 Lieu Giai Street,
Ba Dinh District, Hanoi, Vietnam
Tel.: +84 (24) 3825 1420
Fax: +84 (24) 3825 1422
www.vietnam.ahk.de

Chief Representative

Marko Walde, Delegation of the German Industry and Commerce in
Vietnam, Myanmar, Cambodia and Laos

Editor-in-Chief

Trang Dao, Delegation of German Industry and Commerce in Vietnam

Concept

Delegation of German Industry and Commerce in Vietnam

Supported by:



on the basis of a decision
by the German Bundestag

Layout

Incamedia

Print

Incamedia

Status

July 2023

Legal Information

© Delegation of German Industry & Commerce in Vietnam, July 2023
All rights reserved. Reprinting – even all or part of part – is only possible with prior
explicit approval. With adequate care, we take no liability for the content.

Photo credits

Shutterstock und AHK Vietnam.

INC LEGAL VIETNAM - A PARTNER OF LUTHER

Luther.

Our other locations in Asia:

- Bangkok
- Delhi-Gurugam
- Jakarta
- Kuala Lumpur
- Shanghai
- Singapore
- Yangon

Our services in Vietnam:

- Legal and Tax Advice
- Company Incorporation
- Labor and Immigration Law
- M&A and Restructuring
- General Contract Law
- Intellectual Property Law
- Data Protection Law
- Business Processes Outsourcing
- Accounting, Payroll and Tax Compliance



THI THUY TRANG PHAN



JOHANNES KLAUSCH



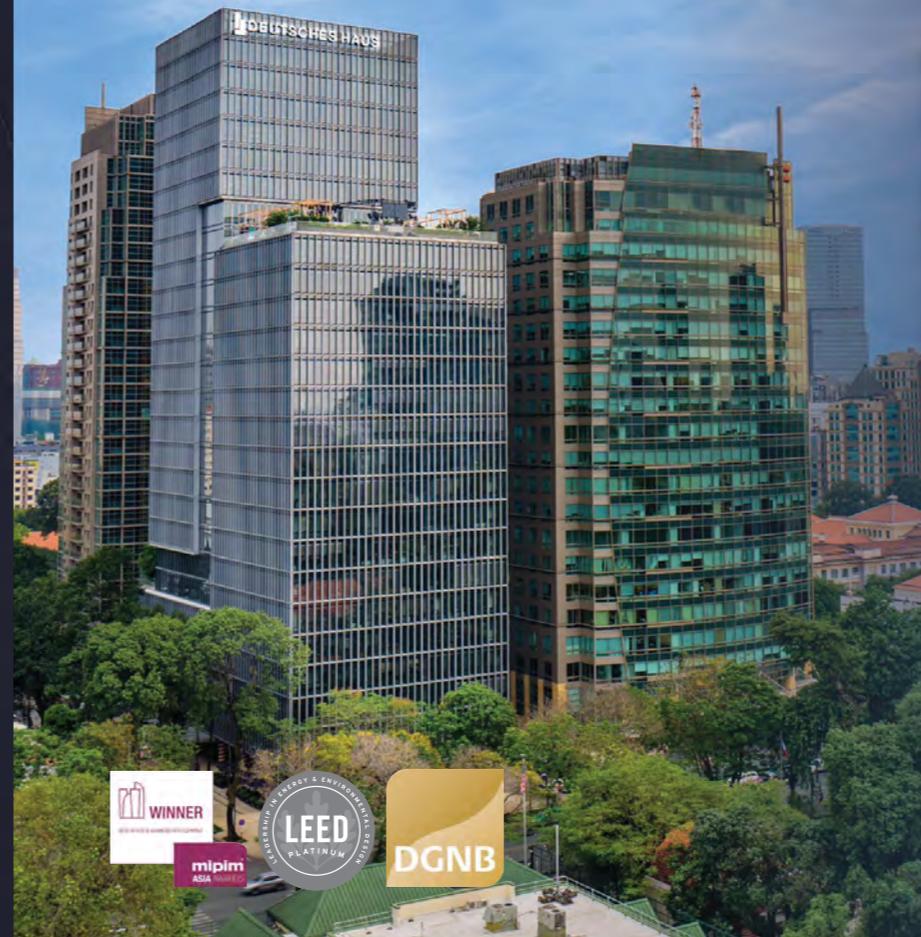
SUSANNE ABRAHAM

Your Partners for Growth in Vietnam

Deutsches Haus
33 Le Duan Blvd.
Ben Nghe Ward, District 1,
Ho Chi Minh City, Vietnam

Phone: 0084 2873 00 1073
Email: vietnam@luther-lawfirm.com
Website: www.luther-lawfirm.com

DEUTSCHES HAUS
HO CHI MINH CITY



The first address for German business in Vietnam and ASEAN

Are you looking for the best destination for your establishment and commercial operations in Vietnam and the ASEAN region?

Deutsches Haus Ho Chi Minh City, a symbol of the strategic partnership between Germany and Vietnam and the official residence of the Consulate General of the Federal Republic of Germany in Ho Chi Minh City, is the location to be for German institutions and leading international companies.

A multiple award-winning, first-class, energy-efficient and sustainably certified “DGNB Gold” and “LEED Platinum” building with the most modern office spaces and premium services awaits you!

FOR LEASING INQUIRIES
contact@dhhcmc.com
Tel.: +84 (0) 28 3821 9309



LOCATION
33 Le Duan Boulevard, Ben Nghe Ward, District 1,
Ho Chi Minh City, Vietnam
www.deutscheshausvietnam.com



PartnerInVietnam

 GIC/AHK Vietnam

www.vietnam.ahk.de/en