

Vietnam as a Production Country

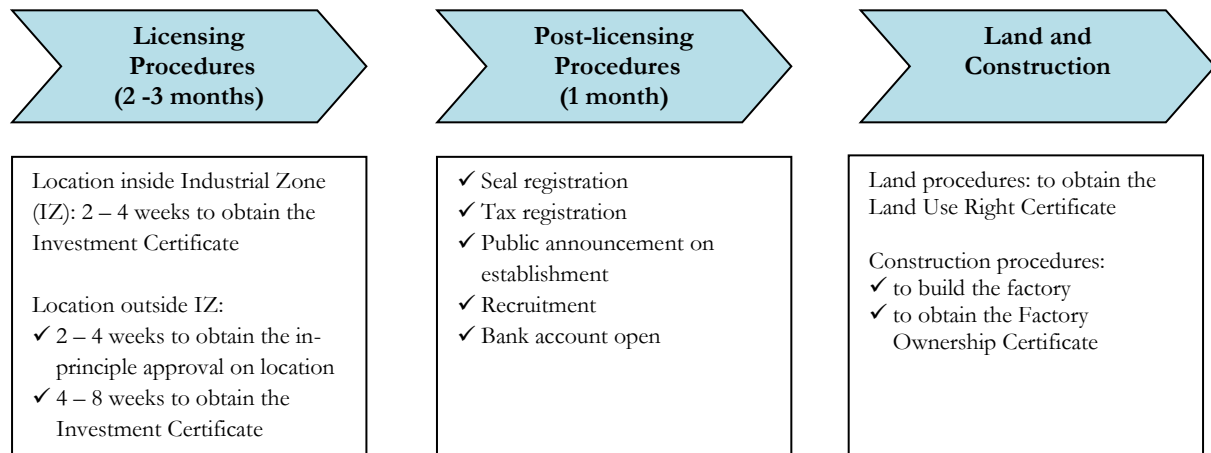
March 2015



Why Vietnam?

- ✓ One of the fastest growing economies in the world
- ✓ A young population close to 90 million people where 76% are between the age of 15 and 49
- ✓ Central location as the hub of ASEAN, China and Taiwan
- ✓ A politically stable and safe market
- ✓ Low labour costs compared to other countries in ASEAN, China and Taiwan
- ✓ Pro-production policies especially in exports
- ✓ China + 1 policy (investment diversification)
- ✓ Friendly population and entrepreneurial culture
- ✓ Denmark has invested more than USD 633 million in Vietnam, 62% of which is in production
- ✓ Today, around 130 Danish companies are present in Vietnam – and more are on the way

Set-up process



Commercial Services

The Commercial Section of the Embassy in Hanoi and the Danish Economic & Commercial Office (DECO) in Ho Chi Minh City are promoting trade and investment between Denmark and Vietnam. We stand ready to assist your company with business support based on your individual requests. The Embassy can assist you in the following business establishment issues:

- ✓ Location search and analysis
- ✓ Partner and supplier identification and screening
- ✓ Investment issues analysis
- ✓ Business establishment in Vietnam
- ✓ Lobbying in relation to authorities
- ✓ Organizing visit programs, seminars and study visits
- ✓ Handling problems with trade barriers (through Government/EU)

Our advice and services are tailor-made based on each company's individual needs. As an integrated part of the Ministry of Foreign Affairs and Trade Council of Denmark our services are subject to a payment of DKK 945 per hour. The fees are based on the number of hours used on the activities/selection process.

Subsidy from the Trade Council

In order to assist Danish companies in their internationalization efforts, the Export Start Growth Package provided by the Trade Council offers assistance to Danish small and medium-sized companies looking to internationalize their business activities in Asian markets. The Package is a government subsidized service offering companies 50 hours of commercial assistance provided by the Embassy's commercial section with a 50% discount on the hourly fee. Each company is eligible to receive up to 6 packages in total, either to one market or several markets. For more information, please refer to this website: <http://um.dk/en/tradecouncil/services/first-steps-on-the-market/export-start/> or ask one of our commercial advisors.

Information about market opportunities, sector analysis, country facts, details of Danish companies in Vietnam and testimonies from Danish business people working in Vietnam, fairs, exhibitions and a wide array of additional business and market information can be found on our website:

<http://vietnam.um.dk/en/the-trade-council/market-overview/>

Why Chose the Embassy Services?

- ✓ Integrated part of the Trade Council with global presence and knowledge base
- ✓ Extensive experience from helping hundreds of Danish companies in Vietnam
- ✓ Excellent relationship with Vietnamese authorities, unique access to authorities and companies as we work under the umbrella of the Embassy
- ✓ Active in the market 365 days a year
- ✓ Provide tailor-made advice within 48 hours
- ✓ Vietnamese staff with sector and local expertise
- ✓ Good understanding of Danish and Vietnamese business culture
- ✓ Competitive prices compared to international consultancy firms

We Look Forward to Assisting You

Our team in Hanoi:

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