5th Edition

FOOD & BEVERAGE TRADE MISSION TO VIETNAM

Jan 14 - 18, 2019

Ho Chi Minh City & Hanoi

Food & Beverage | Equipment for HoReca | Food industry machinery

With the support of

CCI FRANCE VIETNAM

EUROCHAM
European Chamber of Commerce in Vietnam

ICHAM
Italian Chamber of Commerce in Vietnam

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Organizer

EVBN
EU-VIETNAM BUSINESS NETWORK

enterprise europe network
Business Support on Your Doorstep

Official Carrier

AIRFRANCE / KLM
TRANSPORTEURS OFFICIELS OFFICIAL CARRIERS

Official Forwarder

CARGOTEAM
DUC VIET Co,Ltd.

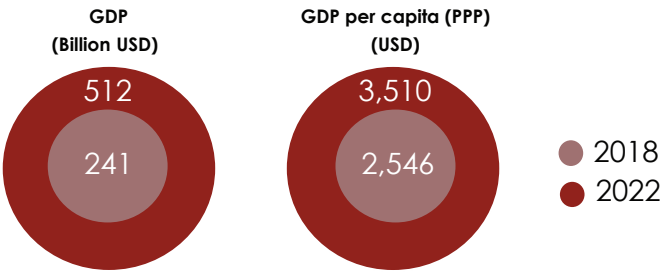
Why should you join?

EU-Vietnam Free Trade Agreement

EVFTA will come into force in 2019. The Agreement includes the elimination of nearly all tariffs (over 99%) in the F&B sector.

Vietnam in numbers

Population (Sep 2018): 96,7 Million
Population (forecast 2020): 98,2 Million
According to Kantar Consumer Insight report in 2018, Vietnam economy is expanding fast with a growth rate of Mid-high and High income class greater than 5% in 2017 and 2018.



Source: Euromonitor, Kantar Consumer Insight, World Bank, International Monetary Fund, Association off Vietnam Retailers Report in 2016

VIETNAM FOOD DISTRIBUTION CHANNELS IN NUMBERS:

- 750 hypermarkets/ supermarkets
- 130 shopping centres
- 9,000 traditional markets

AFTER EVFTA ENTERING INTO FORCE, EXAMPLES OF GRADUAL DUTIES ELIMINATION INCLUDE:

- wine & spirits within 7 years
- beer within 10 years
- frozen port meat & processed food within 7 years
- poultry within 10 years
- dairy products within 5 years
- fisheries, salmon, halibut, trout and lobster will benefit from tax free upon entry into force of EVFTA

VIETNAM CONSUMER TRENDS:

"Vietnamese are very conscious about health, and their concern is only increasing."

- 89% willing to pay more for foods that promote health benefits (vs. 76% global)
- 88% read packaging labels carefully for nutrition content (vs. 75% global)

Our offer

- Personalised consulting interview with EVBN experienced team to define your business strategy in Vietnam;
- Organization of your B2B tailored agenda with interested contacts & prospects in Ho Chi Minh City & Hanoi;
- Meet distributors, buyers and partners in Vietnam;
- Meet European players already established in Vietnam & hear about their experience in entering the Vietnamese market;
- Referral and introduction to EVBN's & its partners' business network.

Our Program

Mon, Jan 14	Arrival in Ho Chi Minh City
Tue, Jan 15	Morning: Welcoming seminar "Doing business in Vietnam" Afternoon: Points of sale and/or factory visits
Wed, Jan 16	Full day of tailored B2B meetings with potential partners
Thurs, Jan 17	Morning: Transfer from Ho Chi Minh City to Hanoi Afternoon: Points of sale and/or factory visits
Fri, Jan 18	Full day of tailored B2B meetings with potential partners
Sat, Jan 19	Departure from Hanoi

PARTICIPATION FEE

2,700 EUR Net / company (1 person)
520 EUR Net / any additional person

Standard package (all inclusive)	
Organization of personalized B2B meetings	
Interpreters for B2B meetings	
Domestic flight from HCMC to Hanoi (one-way ticket)	
Welcoming seminar: "Doing Business in Vietnam"	
Logistic coordination & point of sales / factory visits	
EVBN	2,700 EUR*

* The price is exclusive of international flights, accommodation, visa application fee, transportation cost at samples, sample customs fee and participants meals.

JOIN US!

Fri, 14 Dec 2018

Application deadline
Application form to be sent to EVBN together with soft communication materials

REGISTER NOW

Contact Ms. Thuy LE
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Food & Beverage Trade Mission to Vietnam
2015 | 2016 | 2017 | 2018

"Well-organized. Easy to get to know the market, if you go to a specific country for the first time."
Beata Kaput – Roleski/Poland

"If you need a high quality Trade Mission, EVBN is your best choice!"
Katre & Nikolai – Tere AS/Estonia

"EVBN was really helpful to any request even if it was not of their field of service. They helped a lot accomplishing the goals and expectations of our visit.
Thank you very much EVBN!"
Petropoulos Ignatios – Kalloni/Greece

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