

**December 2022** 





#### 2022 in Review

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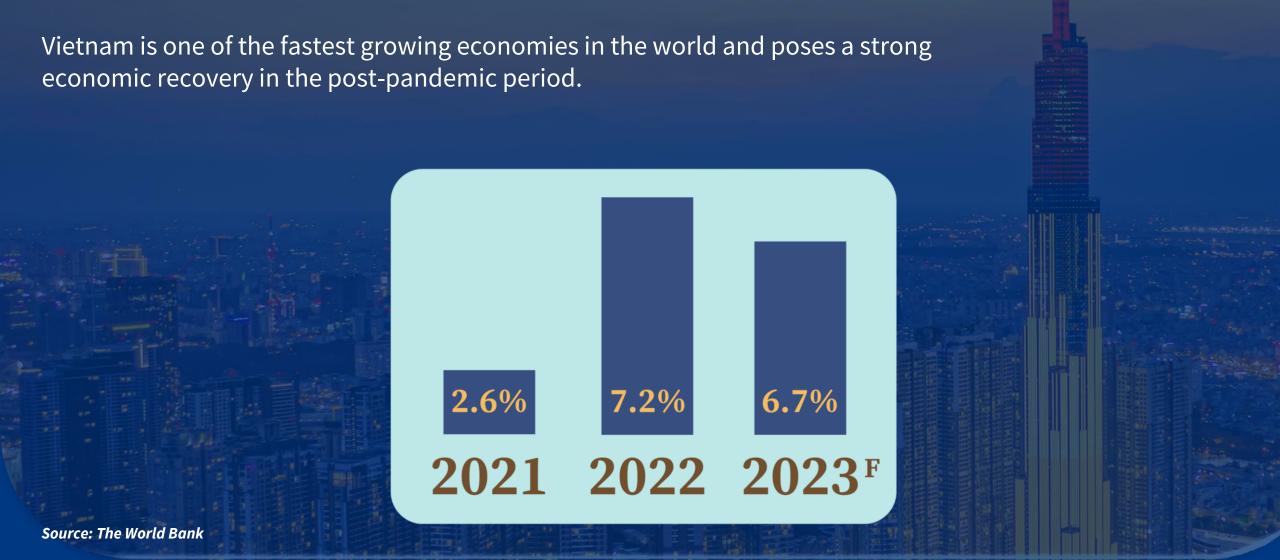
### **ABOUT VIETNAM**

**Vietnam** located in Southeast Asia, which is bordering China to the North and Cambodia and Laos to the West.

German and European businesses regard Vietnam as an attractive investment destination because of its huge advantages such as strategic geographical location, political stability, participation in multilateral and bilateral free trade agreements, open business and investment environment, and the abundance of young and hardworking labour forces.



### **▶ GDP Growth**

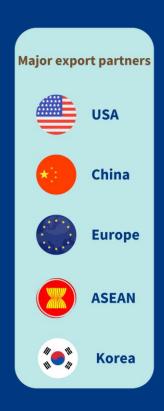


### **▶** Trade - Export

- By the end of November 2022, **total Export turnover of Vietnam** reached more than 342.2 billion USD, up 13.4 percent over the same period.
- The main export items of Vietnam are Electronics Assembly, Textile & Garment and Footwear.
- The main export partners of Vietnam are USA, China, the EU, ASEAN countries and Korea.

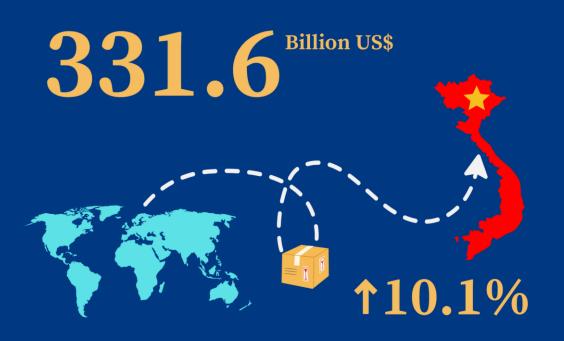






### **▶** Trade - Import

- **The Import turnover** reached 331.6 billion USD, up 10.1 percent over the same period.
- The main imported items are Electronics Engineering, Machinery and Textile & Garment.
- Vietnam's major import partners are: China, Korea, ASEAN countries, Japan and the EU.

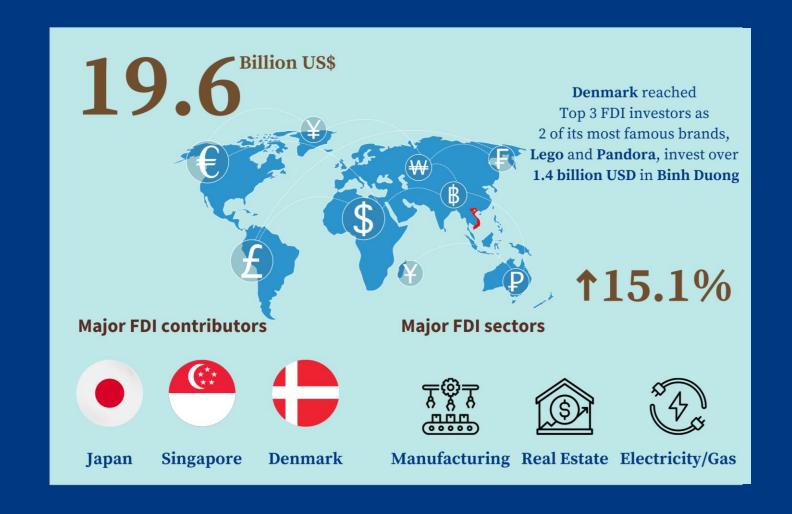






### Investment

- Total FDI of Vietnam in the first 11 months of 2022 reached 19.6 billion USD, an increase of 15.1 times compared to 2021.
- Investment projects focus mainly on the Manufacturing, Real Estate and Energy.
- Japan, Singapore and Denmark are top FDI contributors that have chosen Vietnam as an investment destination.



### **VIETNAM NEWS**

### **▶ Vietnam's New Entry Regulations**

From March 15th, 2022, travellers entering Vietnam for business purposes were exempt from quarantine requirements as per the Ministry of Health, however, they had to comply with pandemic prevent measures including staying at separate accommodations.

The Ministry of Health has guided some measures to prevent and control the COVID-19 epidemic for people entering Vietnam. Further details here >>>

# ► Vietnam signed a JUST ENERGY TRANSITION PARTNERSHIP JETP with G7

The G7 and its partners on Wednesday announced a \$15.5 billion deal with Vietnam to help wean the Southeast Asian nation off coal. Under the JETP, Vietnam commits to a set of new targets that will avoid 500 megatons of emissions by 2035, according to the U.K. Foreign Office. European Commission President Ursula von der Leyen said the agreement would help Vietnam "build a 21st-century power sector."

#### Read more <u>here >>></u>

# **▼ Business Trip To Vietnam is Possible** from March 15th

On 15th March,2022, the Vietnamese government released Resolution No. 32/NQ-CP, regarding visa-free travel to Vietnam for citizens of 13 countries, including Germany, France, Belarus, Denmark, Finland, Italy, Japan, Norway, Russia, South Korea, Spain, Sweden and the United Kingdom.

This resolution is a crucial condition for tourism recovery, help remove the "barriers" with international visitors and creates opportunities to expand foreign investment, regenerate the economy of Vietnam after 3 years of pandemic.

More details <u>here >>></u>

### **VIETNAMESE – GERMAN BUSINESS RELATIONS**

With a trade volume of around EUR 14.5 billion in 2021, Germany is Vietnam's most important trading partner in the European Union and Vietnam is the second largest trading partner of Germany within the ASEAN.



### **▼ Visit of German Chancellor Olaf Scholz** 13-14 November 2022

Chancellor Olaf Scholz together with 12 German companies had come to Vietnam. The visit of German Chancellor to Vietnam is considered as a chance to open a new chapter in the good cooperation and friendship between the two countries, demonstrating commitment and determination to together bring the two countries' relations to a new level.

- ➤ About the event, read more <u>here>>></u>
- For more detail and picture <u>here >>></u>

AHK Blog: Vietnam – Germany Trade And Investment Relations, Achievements And Future

Join the AHK Vietnam to review the 10-year journey of the strategic partnership between Germany and Vietnam and highlighted the possible development trends in the future.

For full article, visit here >>>

### **VIETNAMESE – GERMAN BUSINESS RELATIONS**

### **Trade**

Thanks to the EVFTA the elimination of bilateral tariffs and export taxes and the reduction of non-tariff barriers affecting the cross-border exchanges of goods and services are expected to boost bilateral trade considerably and create new opportunities to access markets across a range of sectors, covering goods, services, and investment for German companies in Vietnam. This is particularly true in the automotive, green energy, electronics, IT, food processing, healthcare industry, and education industries.

- By the end of November 2022, the total bilateral trade turnover reached nearly 14.8 billion USD, up 24.7 percent.
- Import turnover reached more than 2.75 billion USD, down slightly.

#### **EXPORT TO GERMANY**

 The main export items of Vietnam are machinery, equipment, telephones, footwear, textiles, coffee, seafood, etc. The main imported items are machinery, equipment, pharmaceuticals, chemicals, auto spare parts, etc. 2022 **Billion US\$** +36.3% **Major export products** Machinery Footwear **Electronic Assembly** 



Source: Destatis

### **VIETNAMESE – GERMAN BUSINESS RELATIONS**

### **Investment**

Since Germany and Vietnam elevated their bilateral relations to a strategic partnership in 2011, the cooperation between the two countries have developed strongly and extensively in various fields, including economic development.

Vietnam has attracted 438 German FDIs and about 500 German enterprises are active in Vietnam, creating nearly 50,000 jobs, thereby continuing to make positive contributions to bilateral economic relations.



### ► AHK Business Outlook Fall 2022

The AHK World Business Outlook Index is created as a barometer of the business confidence among German companies in Vietnam and worldwide. The survey is based on a regular DIHK survey of 3,100 member companies of the German Chambers of Commerce Abroad, Delegations and Representative Offices (AHKs). The survey was conducted from 4th to 23rd October 2022.

To read the full report on Vietnam results, please visit <a href="here">here>>></a>

Source: MPI, DIHK, AHK Vietnam



# ABOUT AHK VIETNAM

**AHK Vietnam** is a part of the global network German Chambers of Commerce Abroad (AHKs) with the presence in **140 locations** in **92 countries**. As the official organization of German foreign trade promotion abroad, the AHKs have provided professional advice and support for German companies, which are interested in expanding their businesses worldwide.







#### **AHK VIETNAM NEW SERVICES**

### The Competence Centre for the German Agricultural and Food Industry in Vietnam

The Competence Centre is supporting German companies in the field of food and agriculture with market entry and expansion in Vietnam. Basically, the project is offering the following support:

- Information on the Vietnamese market; mainly provided in German language
- Government-promoted individual services, such as B2B matchings and market studies
- Promotion of the export of food, agricultural goods and technology from Germany
- Other support in all aspects of operating in the Vietnamese market
- Find our website <u>here >>></u>





## **◆ Online portal connects Vietnamese suppliers** with German buyers

AHK Vietnam in collaboration with the German Association for Supply Chain Management, Procurement and Logistics (BME) connects Vietnamese suppliers to German customers through the buying and connecting businesses online platform BME Open sourcing. On average, more than 9,000 followers monthly and 300,000 vendors' business profiles are viewed per year.

Visit the platform <u>here >>></u>

### **AHK VIETNAM NEW SERVICES**

# Signing Ceremony between AHK Vietnam and Frankfurt RheinMain

On July 6<sup>th</sup>, 2022 in Ho Chi Minh City, our Chief Representative – Marko Walde - had welcomed the delegation of Frankfurt RheinMain to AHK Vietnam at Deutsches Haus Ho-Chi-Minh City and together signed a cooperation contract. With the aim to strengthen Frankfurt's position in Vietnam, this region will open an office in our German Business Incubator at Deutsches Haus.

More photos <u>here >>></u>





### **◆ German Supply Chain Act and AHK Vietnam's**Services

To assist companies in implementing the law, AHK Vietnam had established a helpdesk and the responsible authority, BAFA, has published some handouts, initially in German. These include the "Risk Analysis", the "Questionnaire" on the reporting obligation and, most recently, the "Complaints Procedure under the Supply Chain Sourcing Obligations Act".

All handouts are visible on AHK Vietnam's homepage.

We offer pragmatic solutions for your compliance with this law <a href="here">here<>>></a>

### **AHK VIETNAM NEW SERVICES**

### Supply Chain Diversification

AHK Vietnam is actively supporting its clients to **fortify their sourcing strategies**. It is helping buyers to identify and contact Vietnamese suppliers, e.g. in the fields of metal processing and electronics.

Furthermore, in 2022 AHK Vietnam assisted several companies with location analyses for manufacturing operations. Five companies already have committed to invest in Vietnam. Read more on our services <a href="https://example.com/here->>>



### **DELEGATIONS & PROJECTS**



### A Regional AHK Asia-Pacific Meeting

In August 2022, AHK Vietnam was honoured to host the regional meeting this year in Ho Chi Minh City and welcome our colleagues from DIHK, our partners from BMWK, GTAI and GIZ and the CEOs of AHKs in Asia Pacific, discussing topics like diversification of the supply chain and the upcoming activities.

### **DE Regional Meeting**



### **Bremen Delegation**



### North Rhine-Westphalia Delegation



### **Leipzig Delegation**



### **DELEGATIONS & PROJECTS**



AHKs in ASEAN met a working group of German Bundestag's Parliamentary for ASEAN in Berlin

Mrs. Katzmarek, Chairwoman of the Bundestag's Parliamentary for ASEAN and her colleagues welcomed CEOs of AHKs in Vietnam, Singapore, Malaysia, Thailand, Philippines and Myanmar in Bundestag. We discussed a wide range of topics, including the current economic developments, the trends in the ASEAN-states and the upcoming plans and activities of German government in these countries.



### Rhineland-Palatinate in Vietnam

Business Roundtable Discussion with the Asien Brücke Delegation





German Business
Delegation trip to
Vietnam from Cosmetics
& Detergents industry

### **DELEGATIONS & PROJECTS**







### Binh Dinh: Conferences on Investment Opportunities for German Business in Binh Dinh Province

- On 21<sup>st</sup> November,2022, the National Conference on Trade and Investment promotion in Binh Dinh with the main focus on Manufacturing and IT had successfully concluded with more than 150 German enterprises who seek chances for successful, sustainable and long-term investment in Binh Dinh. AHK Vietnam were honoured to be one of the organizers of the event and welcomed the participations of Representatives of the Ministries, Provincial authority, local companies from the Vietnamese side and German Embassy and Representatives of German businesses from the German side.
- The highlight of the event is when Binh Dinh authorities and the PNE AG company signed a memorandum of understanding on cooperation in an offshore wind power project. The 2,000MW project is expected to have 4.6 billion USD in investment.
- For the full recap of the event, please visit here >>>

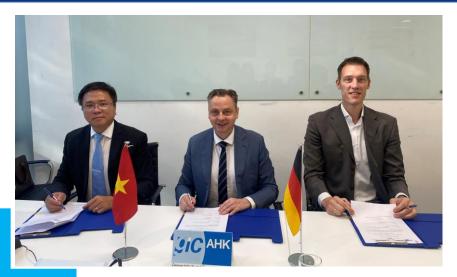
### **GERMAN DUAL VET**

#### **Logistics Vocational Board Meeting 2022**

On purpose of ensuring the quality of the dual vocational training, AHK Vietnam had established the AHK Vocational Board for the occupation Freight Forwarding and Logistics Agent in 2017, which consists of representatives of the participating training companies and relevant institutions. We organize the Vocational Board Meeting every year to discuss on topics related to the content of dual vocational education and training and to the sustainable development of German dual model in Vietnam. It is one of the most effective important methods for quality assurance of the training.

On December 20, 2022, AHK Vietnam had held the signing ceremony of Memorandum of Understanding with the University of Transport of Ho Chi Minh City and the Vocational Board for Logistics.

Read more on our dual vocational programs <u>here >>></u>









# Bosch Graduation Ceremony for Industrial Mechanic and Mechatronics apprentices

Bosch TGA organized a graduation ceremony for 22 apprentices in its dual vocational training program on the fields of industrial mechanics and mechatronics according to German DIHK standards on June 7 in the southern province of Dong Nai. The program is implemented by Bosch Vietnam in cooperation with the Lilama2 International Technology College with the consultation, accompanying, and quality management of AHK Vietnam.

➤ More photos <u>here >>></u>

### **Francis Graduation Ceremony**

The graduation ceremony of the Specialist in Hospitality with 16 students of the second course was held on December 14, 2022 at Francis Training center, Binh Duong.

The 3-year training program is aimed at young people from disadvantaged backgrounds across Vietnam's provinces. During the program, the theory part accounts for 40% and the practical part accounts for 60% of the total program time. Therefore, the program not only equips students with professional skills but also helps students build the necessary social skills for future career development. By joining in the program, students get the opportunity to choose an intensive orientation in the field of Chef or Hospitality.





### **AHK Vietnam Blog: A New Career Pathway**

Our June blog features an inspiring story of Ms. Nguyen Thi Thuy, who left university to attend Bosch Vietnam's dual vocational training program on mechatronics. She is now working at Bosch global software technologies company in Ho Chi Minh City.

Read her motivational story <u>here >>></u>

# Graduation exam for first batch of Automotive Mechatronics Technician apprentices

On April 25-29, 2022, fourteen apprentices took the graduation exam in the training program for Automotive Mechatronics Technician occupation according to German DIHK standard. They are the first trainees of the 28-month program, which was organized by AHK Vietnam in cooperation with Mercedes-Benz Vietnam and Lilama 2.

More information <a href="here">here</a>>>>







Automotive Mechatronics Technician

DUAL VOCATIONAL TRAINING ACCORDING TO DIHK
- GERMAN STANDARDS

### Graduation Ceremony for the First Batch in Automotive Mechatronics Technician

On July 19, 2022, fourteen graduates of Mercedes-Benz Vietnam (MBV) received their certificates, after successfully participating in the training program for Automotive Mechatronics Technician according to German DIHK standards. They are the first batch of trainees, starting in 2019, in the 28-month program organized by AHK Vietnam in cooperation with MBV and LILAMA2 International Technology College.

AHK Vietnam had received the great responses and feedback on the quality of the 14 graduates. Not only their qualification and their skills, but also their attitudes, their teamwork and their mindset exceed all expectations. The MBV Training Batches 2 and 3 are now in the implementation process.

Read more about the German Dual Vocational Training programs here >>>

# Graduation Ceremony for Students of the First Batch in Draftsman/Draftswoman

On 19th October 2022, GBC Engineers Vietnam LLC and Ho Chi Minh City College of Architecture and Construction held a graduation ceremony and awarded degrees to 14 students of the 1st batch in Draftsman/Draftswoman (2019-2022) of Dual vocational training program according to DIHK – Germany standard.

- More photos <u>here>>></u>
- Read more about the Dual Vocational Training Program <u>here>>></u>





#### **AdA - Train the Trainer Seminar**

The seminar was successfully organized with the participation of 10 employees from Logwin Air + Ocean Vietnam Co., Ltd., Leschaco Vietnam Co., Ltd., a. Hartrodt Logistics Vietnam Co., Ltd., gbc Engineers Vietnam Co., Ltd., and Andrej Majcen Vocational Training Center. The training seminar took place in 4 days, including one day of studying online getting approach to general information about the dual vocational training model and three days learning on-site under the guidance of experienced lecturer.

Read more <u>here >>></u>









### HAND IN HAND FOR INTERNATIONAL TALENTS



### ▲ Agreement on "Hand in Hand for International Talents", 10 November 2022

On November 10. 2022, Germany and Vietnam officially signed a Joint Agreement on the program "Hand in Hand for International Talents" on placement of Vietnamese Skilled Workers to works in Germany. The aim of the cooperation is to establish and test structures and processes for a sustainable, fair, and regulated labour migration between Germany and Vietnam, in accordance with the laws of Viet Nam and Germany.

Read more about the program <u>here>>></u>

# Hand in Hand for Quang Vu – the first Vietnamese skilled workforce working in Germany

Quang Vu, who is currently working for SchwoererHaus in Reutlingen, Germany, is one of the Vietnamese skilled workers and qualified professionals participating in our Hand in Hand for International Talents project. The project is jointly implemented by DIHK Service GmbH and the Federal Employment Agency (BA) with funding from the German Federal Ministry for Economic Affairs and Energy. In Vietnam, we implement the project to support German companies in the recruitments of Vietnamese skilled workers in IHK-recognised occupations and accompanies businesses and skilled workers throughout the entire process.



Read more about Quang Vu's story <a href="here">here>>></a>

### HAND IN HAND FOR INTERNATIONAL TALENTS



# **◆** AHK Blog: Project Hand in Hand for International Talent Brings Chances to Work in Gastronomy in Germany

We had an opportunity to interview Huệ about her experience while participating in the Hand in Hand for International Talents project at AHK Vietnam. During the interview, Huệ had shared her experience with Hand in Hand to get a job in Germany and gave tips for other applicants to better impress German employers in the interview.

Read the full blog article <u>here >>></u>

### ► Hand in Hand for International Talents: Germany – Career Choices of Three Chefs

Ho Ngoc Phat, Nguyen Ngoc Quy, and Nguyen Quoc Tien are the first three candidates of the Hand in Hand for International Talents project who have moved to Germany to work as chefs. Three boys with three different ages, different orientations, different stories, but all share one main dream, which is going abroad to cultivate themselves to develop their career. Accompanying them are Hand in Hand for International Talents and ProRecognition, two projects of AHK Vietnam.

Read more about their stories <u>here >>></u>



### **PRORECOGNITION**





### AHK Vietnam and Goethe-Institut Hanoi Cooperate in Skilled Workforce Attraction

On June 8, AHK Vietnam and Goethe-Institut Hanoi signed a Memorandum of Understanding on cooperation in attracting Vietnamese skilled workforce for the German labor market and supporting them in integrating successfully into Germany.

More photos <u>here >>></u>



# AHK VIETNAM PUBLICATION

### **ASEAN Snapshot 2022 Edition**

With the focus on the German-ASEAN business relations and German investments in ASEAN, this booklet will accompany you in discovering the market potentials in ASEAN – a dynamic region in the world – as well as get to know more about member states in ASEAN.

For downloading online version, please find the link here >>>



# OUR ASEAN SNAPSHOT 2022

**Focus on German investments in ASEAN** 

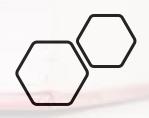












### **AHK VIETNAM PUBLICATION**

### **AHK Vietnam Booklet 2022 -Boost Your Business** in German and English

Our annual Vietnam Booklet provides you with up-to-date information on Vietnam's current economic development, business environment, investment climate, and German-Vietnamese economic relations in post-pandemic period. This is the first time we have published our booklet in German and English languages to reach larger audiences.

Download digital version in German and in English here >>>



### **Digital version AHK VIETNAM BOOKLET 2022**















#### **TRUE LOVE - Towards the Future**

The project "TRUE LOVE - Towards the Future", jointly organized by AHK Vietnam, Borussia Dortmund Club, Next Media, the Vietnam Youth Union of Ho Chi Minh City and Vietnam Football Federation (VFF), has successfully raised funds for supporting orphaned children who are facing difficulties due to the Covid-19 epidemic. By the end of September 30, we have reported the donation amount for the campaign had reached nearly 2 billion VND, including: 500 million dong from ticket sales, 638 million dong at True Love account, online and offline auction items as well as the support of individuals and corporations.

- Read our recap blog <u>here >>></u>
- Watch our recap video <u>here >>></u>









#### **GBA Oktoberfest Vietnam 2022 - We Thank You!**

Hanoi, 29 Sep. – 2 Oct. & HCMC, 6 – 8 Oct. 2022, we finally made it to the GBA Oktoberfest Vietnam, and it was a blast! Southeast Asia's largest German festival, #GBAOktoberfest had such a great time welcoming the crowds of over 9,000 participants through the 7-night festival! Smiles lit up the showgrounds as we celebrated German culture through great food, music, competitive fun and everything in between!

We had kept the best shots of the GBA Oktoberfest 2022 to keep the memories alive until the next Oktoberfest in 2023!

- HANOI | Photo Gallery here >>>
- ➤ HCMC | Photo Gallery <u>here >>></u>









### North Rhine Westphalia – A Place to Be Investment Conference on NR, 29 November 2022

AHK Vietnam in cooperation with North Rhine-Westphalia (NRW) Global Business, Borussia Dortmund and Next Media organize a conference on Investment Opportunities for Vietnamese Business in North Rhine-Westphalia, Germany.

In this conference, Vietnamese business and press have chance to explore the potentials of NRW as the attractive investment destination, create a direct dialogue with BVB professional football players and open more networking opportunities for investment between the two countries.







### Workshop with Borussia Dortmund, 30 November 2022

Borussia Dortmund has had a successful trip in Vietnam. Beside football activities, on 30 November,2022, AHK Vietnam cooperated with the Management of Borussia Dortmund organized a seminar on Management Skills, Communication and Business Culture as well as working environment in Germany.

With the presence of former player Patrick Owomoyela and the Director of Marketing and Digitalization Alexander Muehl, participants had the opportunity to learn more about the culture and working life in Germany.







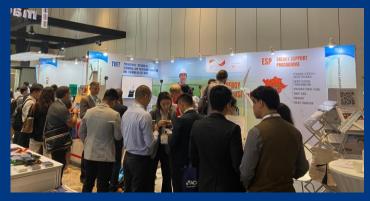


### TRADE SHOW EXHIBITIONS











The event took place from 28<sup>th</sup> to 30<sup>th</sup> November 2022 in Ho Chi Minh city, which was a leading exhibition hosted by EuroCham Vietnam, with the aim to bring together experts in the field of renewable energies and environmental technologies to promote sustainable development cooperation between Vietnam and the EU. Within the event's exhibition space there was a German National Pavilion with 17 leading German companies organized by AHK Vietnam. This stand provided participants the chance to attract additional attention under the label "Made in Germany". AHK Vietnam had strongly supported this effort and hoped to be able to display a wide selection of German know-how in the field of renewable energies and environmental technologies.

More information here >>>

### TRADE SHOW EXHIBITIONS



### **Asia Fruit Logistica 2022**

From 2<sup>nd</sup> to 4<sup>th</sup> November, 2022 in Thailand, there were 18 Vietnamese enterprises in the fruit exporting industry at the Vietnam Pavilion. It was organized as a national trade promotion program by the Trade Promotion Agency (Vietrade), Ministry of Industry and Trade of Vietnam, implemented by the Vietnam Fruit and Vegetable Association (Vinafruit) with the support of the German Chamber of Industry and Commerce in Vietnam (AHK Vietnam).

### Vietnam at K 2022 in Duesseldorf

From 19<sup>th</sup> to 26<sup>th</sup> October,2022, AHK Vietnam had taken part in the K 2022, the world's leading trade fair for the plastics and rubber. With over 350 visitors and 3 exhibitors, Vietnam showed a good presence at this trade fair. Stavian Chemical, Europlas and Duy Tan Plastic Recycling are big companies from Vietnam who currently work in this industry in over 100 countries.



Find out more here>>>



#### **BIOFACH 2022**

BIOFACH 2022 is a special edition held in the summer in Nürnberg. Participating the exhibition at the Vietnam National Pavilion were 12 exhibitors, including the Vietnam Organic Agriculture Association and various businesses and consulting firms. Exhibition products from Vietnam mainly belong to the agricultural sector such as rice, cashew nuts, tea and spices. Moreover, during the exhibition, Bao Minh Agricultural Products Processing Joint Stock Company had signed a MOU for an export order of 200 tons of organic rice.

Meet the AHK Vietnam's experts in Germany 2023







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- · An 10% discount on an AHK seminar
- · Strong visibility @ our events
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- · Translation into GER or EN

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  - · One time blog mention
  - · One time social media
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  - · Strong visibility @ our events
  - · Website logo placement

  - · Newsletter logo placement · Translation into GER or EN

SILVER

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- · Strong visibility @ our events
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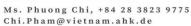






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