



Presenting the Workshop
Selling To Germans No. 4

SETTING UP A COMPANY IN GERMANY

3 P M - 5 P M

Ho Chi Minh City, April 25, 2019

Hanoi, April 26, 2019

SPEAKER



**PROF. DR. FABIAN SOSA,
LL.M. EUR., PARTNER**

Prof. Dr. Fabian Sosa, LL.M. Eur. is partner at the German Law Firm Peltzer Suhren Rechtsanwälte with offices in Hannover and Shanghai and partner offices in Ho Chi Minh City and Hanoi. Dr. Sosa has a long standing experience in advising of companies and private investors from Vietnam.

He advises his clients on all aspects of company foundation, commercial law, residence permit and real estate investments in Germany and other EU-Countries.

He is also giving lectures as Professor for Business Law at FOM Hochschule für Oekonomie und Management since 2013.

Registration is required!

Ms. Thuy Dung, dung.nguyen@vietnam.ahk.de, +84283823 9775

Program Flow

Selling to Germans is a 2-hour workshop created by German Industry and Commerce Vietnam (GIC/AHK Vietnam) that will enable Vietnamese companies and suppliers to deal with German companies and to get started with doing business with Germans.



INTRODUCTION

German Industry and Commerce Vietnam

BUSINESS BETWEEN VIETNAM AND GERMANY/EU

SALES CONTRACTS

DISTRIBUTION PARTNERS IN GERMANY

ESTABLISHMENT OF A COMPANY IN GERMANY

RESIDENCE PERMIT FOR NON EU-CITIZENS

Q&A

Registration is required!

Ms. Thuy Dung, dung.nguyen@vietnam.ahk.de, +84283823 9775