

NEWSLETTER FROM VIETNAM

July 2017



Silkworm cocoon- Nam Dinh Province

A warm welcome to all our readers

Information in this newsletter is presented on a synthetic basis with a reference number. On request, our offices will be pleased to assist any Brussels company who wishes to receive further information on any of the topics exposed hereunder. Please return by e-mail the topic with its official heading, mentioning the issue and the reference number.

You may also find our newsletters on the website of: <http://www.invest-export.irisnet.be>

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Fairs and exhibitions in August- September 2017

- ✓ Vietnam International Advertising Equipment and Technology Exhibition
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- ✓ Vietnam Medi- Pharm Expo 2017
- ✓ Securitech Vietnam
- ✓ Vietbeauty
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- ✓ Vietfish 2017
- ✓ Seamless Vietnam 2017 Vietnam- Payment. E-commerce. Retail
- ✓ International Travel Expo Hochiminh City
- ✓ NEPCON Vietnam 2017
- ✓ Vietnam Plas 2017
- ✓ Pharmedi 2017
- ✓ Vietbuild Hochiminh City Phase 2

Notice of Telephone code change

Food safety workshop in Hanoi

The Embassy of Belgium in Vietnam organized a one-day workshop entitled “Scaling up the trust networks for food safety with small farmers” on the Hanoi University of Public Health campus. The objective of the workshop is to explore available supports for safe food supply networks for food safety and discover the needs and opportunities for information exchange and traceability. (*Vietnam News, 04/07/2017*)

TTC to develop 20 solar power projects

Thanh Thanh Cong Group (TTC) plans to develop 20 solar power projects nationwide with a total capacity of 1,000 MW by 2020. Solar energy is one of the 4 major segments of the firm’s investment in

renewable energy, besides hydro, wind and thermal power. Under the plan, TTC will deploy 20 solar power projects in the southern province of Tay Ninh, the southern coastal provinces of Binh Thuan, Ninh Thuan and Hue ancient city, central highlands province of Gia Lai with the maximum investment capital of US\$ 881,000 per MW, internal rate of return of at least 15% and payback period less than 12 years. *(Vietnam News, 05/07/2017)*

Shrimp exporters told to improve methods

Earnings from shrimp exports have increased significantly in recent years, but the industry faces many challenges in breeding due to the impact of climate changes and diseases. Companies have also faced difficulties in exports due to the increasingly strict technical barriers related to diseases and antibiotic residues put up by importing countries. The survival rate of shrimp in Vietnam is very low at just 25-30% due to the low professional level of farmers. Vietnamese shrimp mainly competes on price, and the new regulations mean they cannot be exported whatever their price. The industry would therefore be forced to change. *(Vietnam News, 07/07/2017)*

Ben Tre becomes a wind power investment magnet

The province will grant investment licences to two more wind-to-power projects namely, Thien Phu Ben tre Project invested by Thien Phu Energy Investment JSC, with a total investment of US\$ 31.76 mil and the Binh Dai project worth US\$ 67.7 mil, invested by Mekong Wind Power JSC. *(Vietnam Investment Review, 17-23/07/2017)*

HCMC to focus on 4 key industries

HCM City's Department of Industry and Trade will focus on improving the strength and efficiency of four key industries under the city's stimulus package until the end of this year. The 4 key industrial sectors are food processing; chemical rubber, mechanics and information technology. A number of supporting schemes will be applied such as building databases in order to create information connection among production enterprises or between manufacturers and distributors, connecting supply and demand, stabilize the market, promote local consumption, develop business points and enhance traditional market brands...*(Vietnam News, 18/07/2017)*

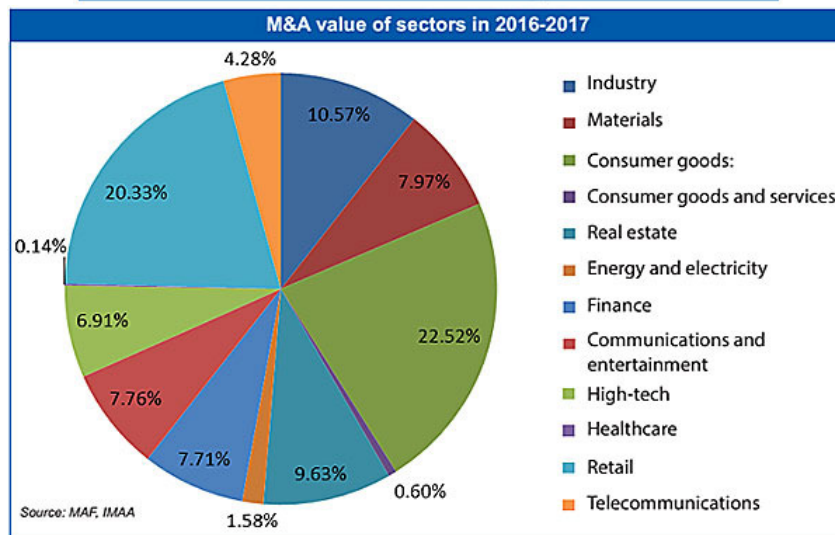
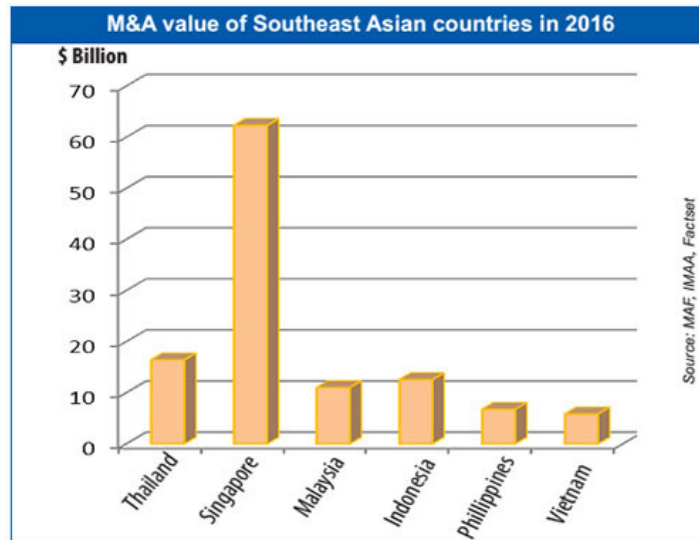
ACV to spend US\$ 263 mil on expanding major airports

The Airports Corporation of Vietnam (ACV) plans to undertake projects on upgrading infrastructure of major airports with total investment capital of more than US\$ 263.38 mil. The goal is to ensure security and service quality and meet the aviation sector's growth demand. Tan Son Nhat, Noi Bai, Da Nang airports are among those of this upgrading plan. *(Vietnam News, 19/07/2017)*

Private label products hold high potential

The development of private label products is considered an irresistible trend despite a small proportion in Vietnamese retail market. Private label products account for only 0.6% of total commodities at supermarkets in Vietnam compared to 50% in France . The low rate of private label products in Vietnam to the limited number of modern distribution channels, currently accounting for only 13%. (*Saigon Times Daily, 20/07/2017*)

M&A market poised for a turnaround



It is expected that there will be big M&A deals in the sectors of agriculture, banking and finance, infrastructure and energy, IT and telecom, education, and pharmaceutical and health care in the coming time. (*Vietnam Investment Review, 24-30/07/2017*)

Packaging and Printing firms enter their heyday

With growing developments in the consumer goods, pharmaceutical, and food industries in Vietnam, domestic and international packaging and printing enterprises are ramping up to capitalize on the rising packaging demands of local businesses. At present, Vietnam has more than 900 packaging factories, divided into 5 major areas including plastic, cardboard, paper, and other forms of packaging. Around 1,500-2,000 industrial packaging design and printing enterprises are operating nationwide, with a total yearly revenue of over US\$ 2 bil. (*Vietnam Investment Review, 24-30/07/2017*)

AC Energy has Vietnamese renewable power ambitions

AC Energy Holdings, a wholly owned subsidiary of the Philippines conglomerate Ayala Corp, is in talks with potential Vietnamese partners to construct solar and wind projects in the country. Solar projects should be up and running by June 2019, in line with the Vietnamese government's timeline. (*Vietnam Investment Review, 24-30/07/2017*)

Legal framework, roadmap needed for VN wind power

Vietnam has great potential to develop wind power as the country possesses around 3,000 km of coastline with excellent wind conditions. The Government has approved several programs to encourage the development of renewable energy in the country. As many as 5 wind farms with total capacity of almost 200 MW are currently in operation. More than 50 other projects are in the construction and planning phase. However, a number of regulatory and market barriers as well as the lack of capacity have been identified as obstacles for investors in wind projects. Too low Feed in Tariff (FiT) of 7.8 US cent/kWh makes the project not bankable to international financing institutions; complicated and vague approval process; lack of high quality data and regulations as well as information of on wind power; high cost of wind energy; unsuitable of imported turbines with tropical typhoons and unstable wind speeds are main challenges of the industry. Supportive legal administrative framework and mechanism are expected to trigger private investment. (*Vietnam News, 29/07/2017*)

EXCHANGE RATE

1US\$ = 22,307.00 VND

1EUR = 26,214.00 VND (*Oanda on 31/07/2017*)

FAIRS AND EXHIBITIONS

Vietnam International Advertising Equipment and Technology Exhibition

Time: 03-06 August 2017

Venue: Phu Tho Indoor Sports Stadium

Website: <http://www.vietad.com.vn>

Vietfood & Beverage- Propak 2017

Time: 09-12 August 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <http://hcm.foodexvietnam.com/en>

Vietnam Medi- Pharm Expo 2017

Time: 17-19 August 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <http://hcm.medipharmexpo.com/>

Securitech Vietnam

Time: 16-18 August 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: www.securitechvietnam.com

Vietbeauty

Time: 23-25 August 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <http://www.vietbeautyshow.com/en-us/>

Homeland Security Expo, Vietnam

Time: 29-30 August 2017

Venue: International Center for Exhibition (ICE Hanoi)

Website: <http://homesecexpo.com/>

Vietfish 2017

Time: 29-31 August 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <http://www.en.vietfish.com.vn/>

Seamless Vietnam 2017 Vietnam- Payment. E-commerce. Retail

Time: 06-07 September 2017

Venue: InterContinental Asiana Saigon, HCMC

Website: <http://www.terrapinn.com/exhibition/seamless-vietnam/index.stm>

International Travel Expo Hochiminh City

Time: 07-09 September 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <https://www.itehcmc.com/en/home.html>

NEPCON Vietnam 2017

Vietnam's Only Exhibition on SMT, Testing Technologies, Equipment, and Supporting Industries for Electronics Manufacturing

Time: 13-15 September 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <http://nepconvietnam.com/index.html>

Vietnam Plas 2017

Time: 13-16 September 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <https://www.vietnamplas.com/>

Pharmed 2017

Time: 20-23 September 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <http://pharmed.vn/vi>

Vietbuild Hochiminh City Phase 2

Time: 27 September - 01 October 2017

Venue: Saigon Exhibition and Convention Center-SECC

Website: <http://www.vietbuildafc.com.vn/en/Dang-ky-truc-tuyen.aspx?pg=Hoi-cho&id=72>

Cover photo: by Tuan Anh

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THANK YOU AND SEE YOU IN VIETNAM !

NOTICE OF TELEPHONE CODE CHANGE

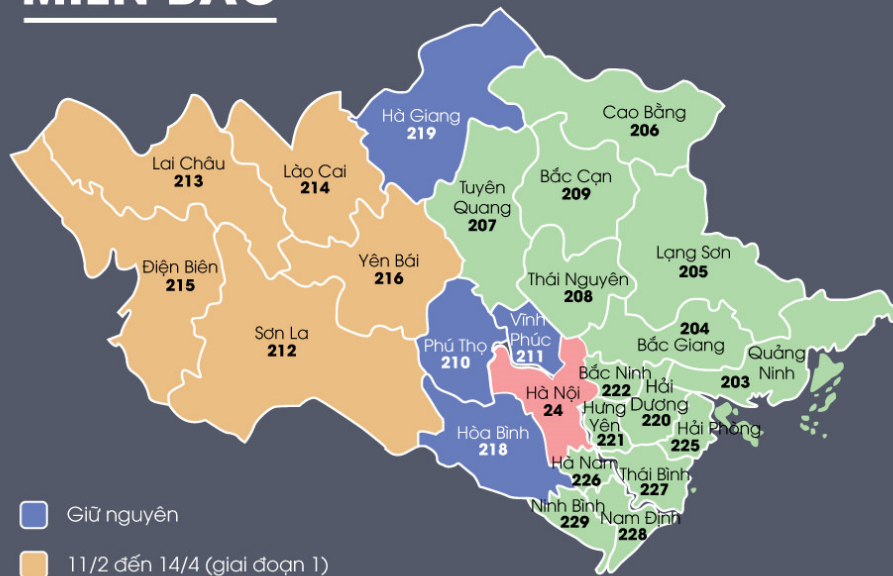
A partir du 17/06/2017: pour appeler à Hanoi, il faut composer 024 au lieu de 04. Pour HCMV 028 au lieu de 08. Le changement de code est en cours ou a été accompli, étape par étape dans presque tout le pays (voir ci-dessous)

Les localités en rose (comme Hanoi, HCMV) sont dans la dernière étape.

Les localités jaune : le changement a été fait.

Les localités en vert : le changement est en cours.

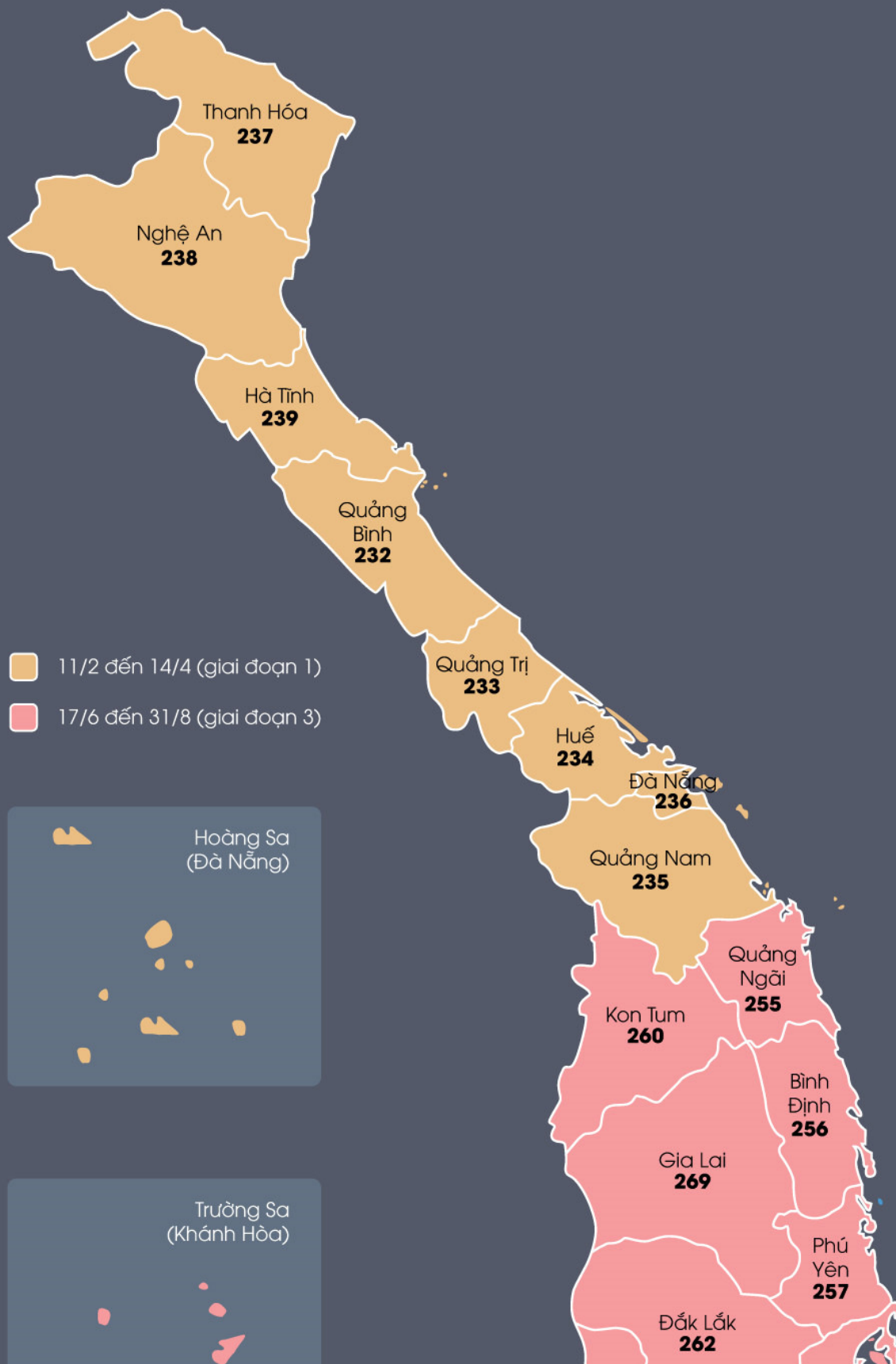
MIỀN BẮC



- Giữ nguyên
- 11/2 đến 14/4 (giai đoạn 1)
- 15/4 đến 16/6 (giai đoạn 2)
- 17/6 đến 31/8 (giai đoạn 3)

Zing.vn

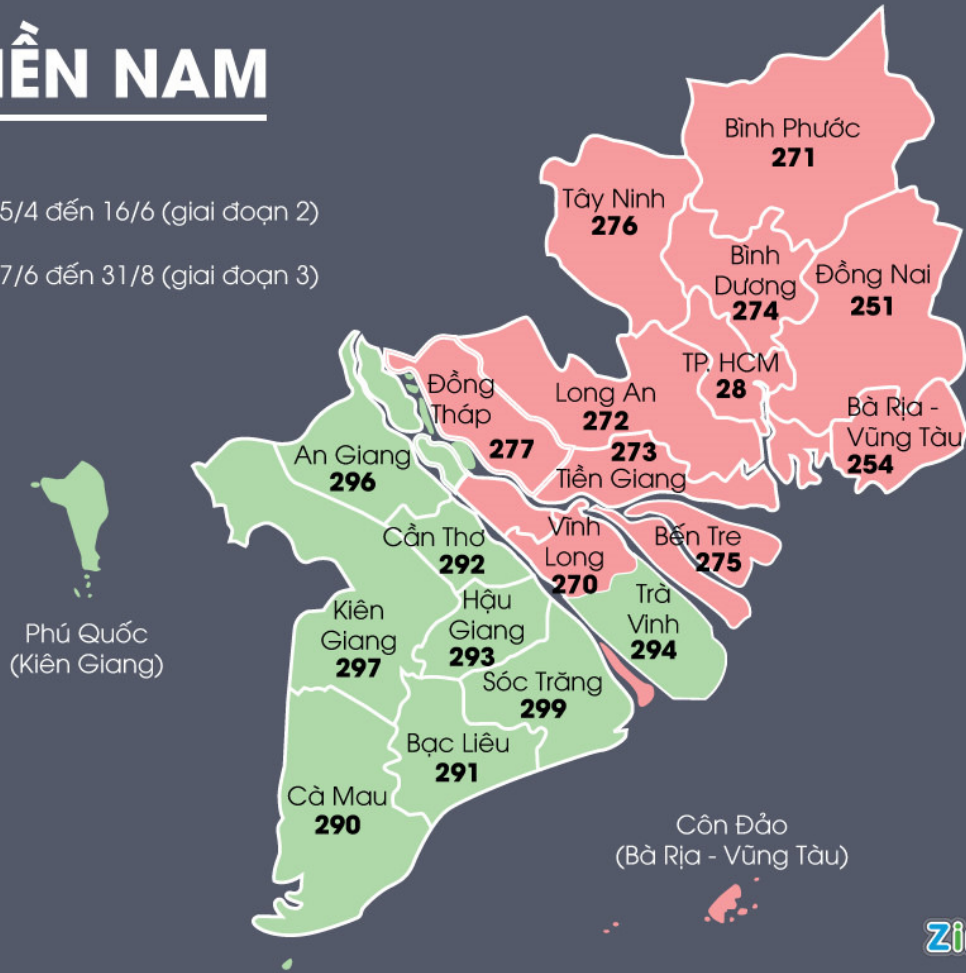
MIỀN TRUNG



MIỀN NAM

15/4 đến 16/6 (giai đoạn 2)

17/6 đến 31/8 (giai đoạn 3)



Zing.vn