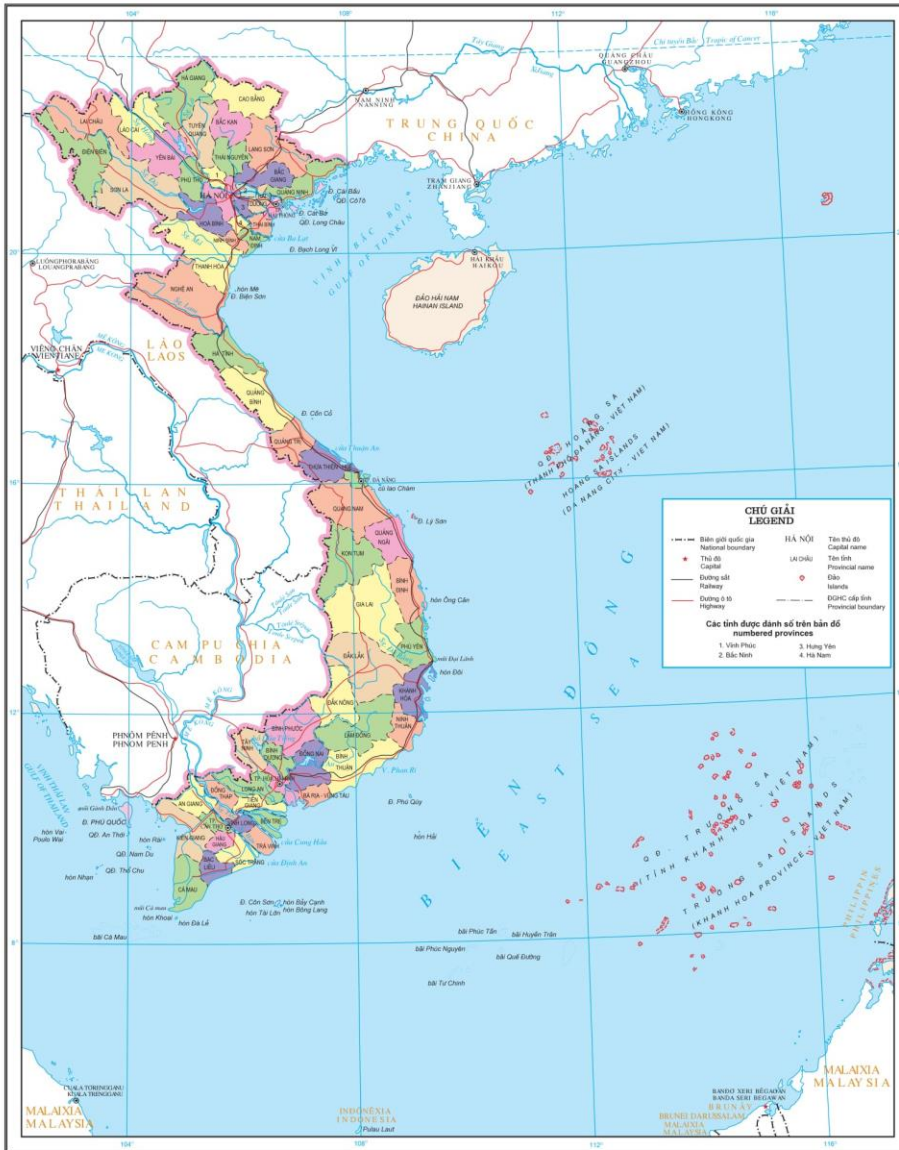


VIETNAM-GREECE: ECONOMIC COOPERATION

Nguyễn Đức THANH-Dr.
Minister Counselor
Head of Commercial Office
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Ambasciata del Vietnam in Italia

**BẢN ĐỒ HÀNH CHÍNH NƯỚC CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
ADMINISTRATIVE MAP OF SOCIALIST REPUBLIC OF VIETNAM**



Area: 331.698 km²

Seashore: 3,260 km

Population: 96 milion

Biggest cities:

- *Hanoi* (Capitale) = 8.2 milion
- *Ho Chi Minh City* = 10 milion
- *Hai Phong* = 2.1 milion
- *Da Nang* = 1.03 milion

RESOURCE FOR DEVELOPMENT



LABOR FORCE

*Population
under 35: 60%*

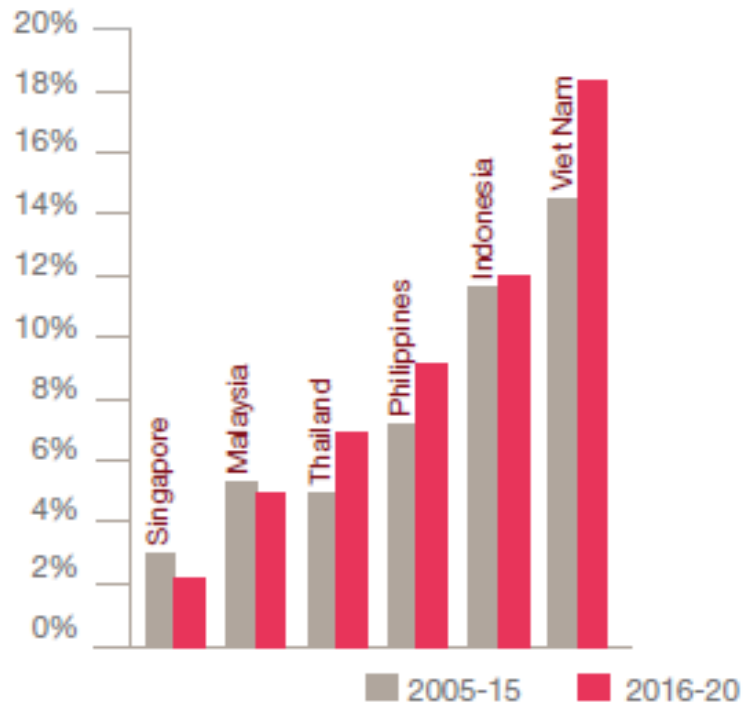
ECONOMIA COMPETITIVA

*Labor force is similar to
chinese but at lower costs*
(source: OECD PISA)

STABLE GOVERNMENT

*Government is business-
pro, supports open
economy, FDI, innovation
and world economic
integration*

Medium Class is high and increasing: big market



2017 - 2020 the medium class may increase to 33 milion

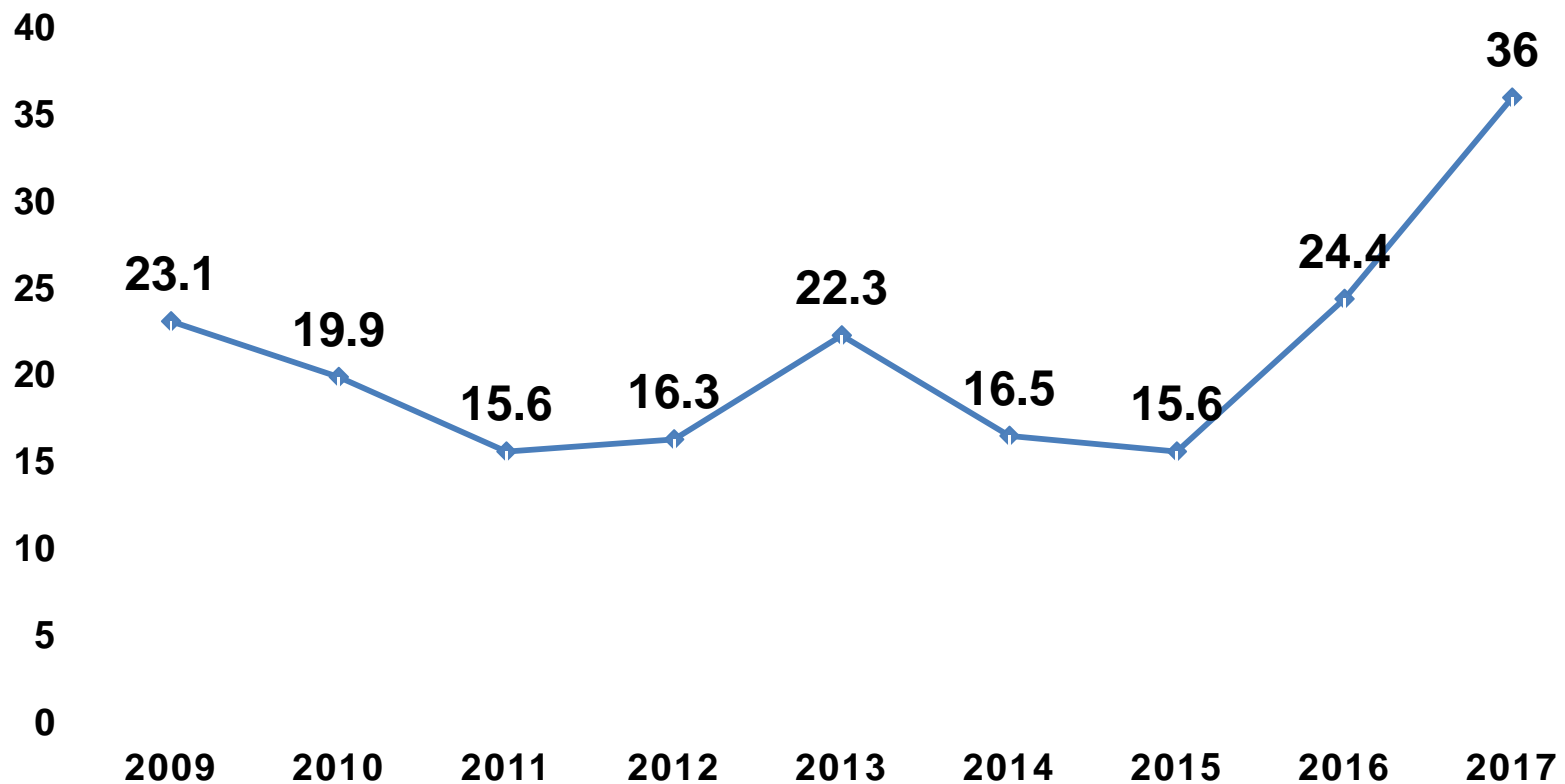
WORLD ECONOMIC FORUM
LE CITTÀ PIÙ DINAMICHE DEL MONDO NEL 2017
(secondo JLL City Momentum Index 2017*)

- 1) Bangalore (India)
- 2) Ho Chi Minh City (Vietnam) ★
- 3) Silicon Valley (Stati Uniti)
- 4) Shanghai (Cina)
- 5) Hyderabad (India)
- 6) Londra (Gran Bretagna)
- 7) Austin (Stati Uniti)
- 8) Hanoi (Vietnam) ★
- 9) Boston (Stati Uniti)
- 10) Nairobi (Kenya)



FDI:

FOREIGN DIRECT INVESTMENT(miliard USD)



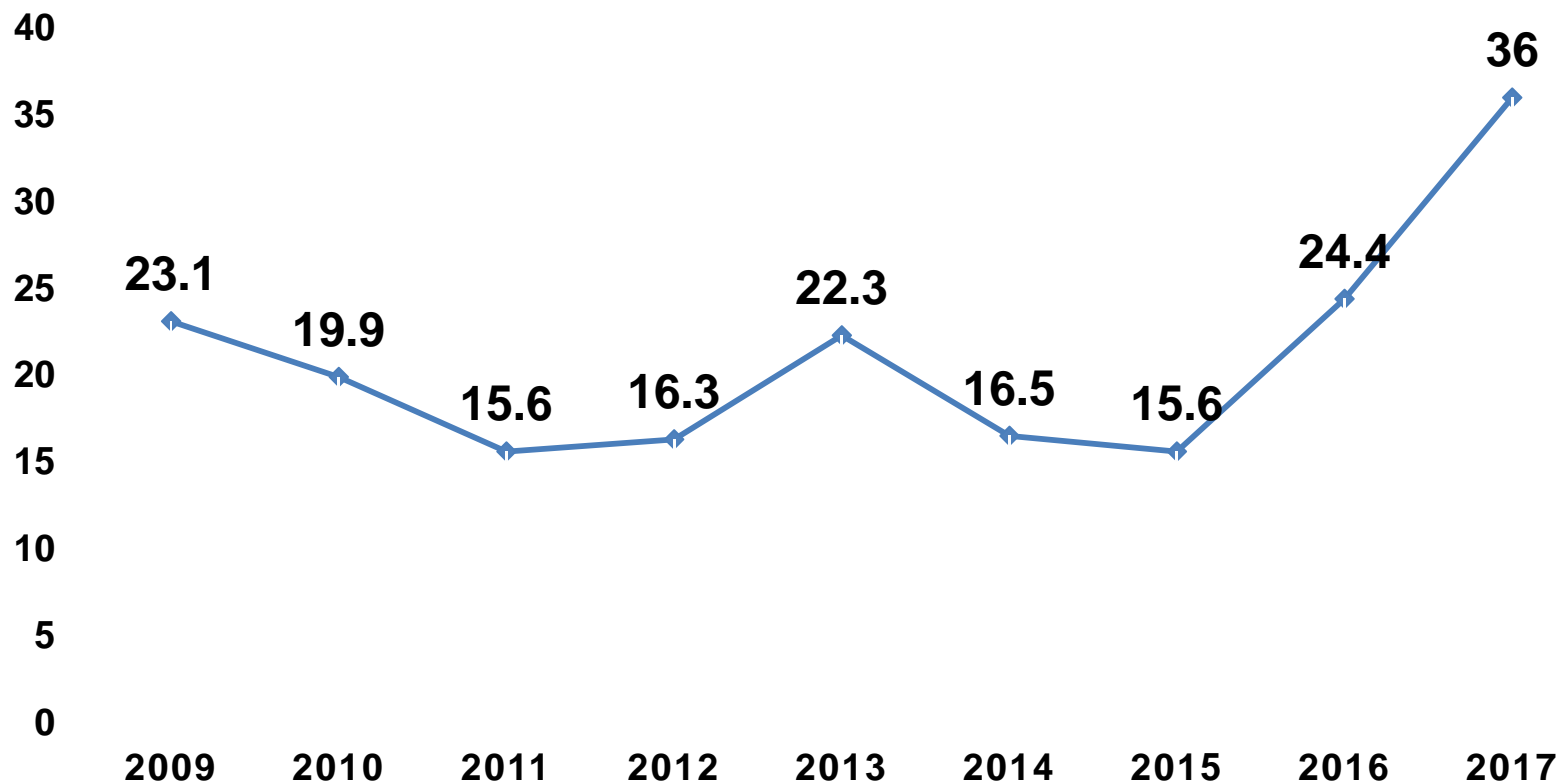
FDI:

Greek investment into Vietnam:

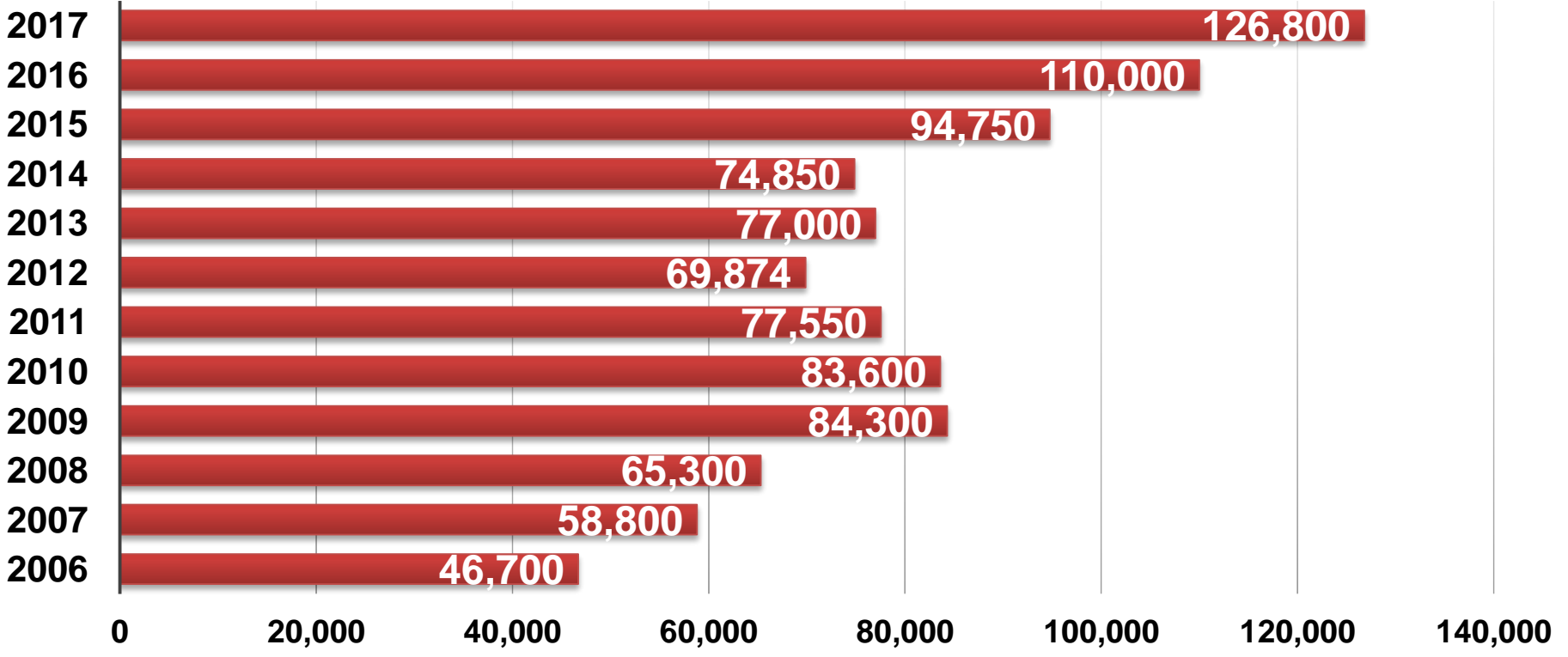
Good news 2018 first 2 companies set up with USD200.000,00, including 1 consulting company, and another Unistar Representatives Single – Member Ltd, exporting coffee, fish, rubber to EU 200.000 USD/year:

Vietnam investment into Greece:

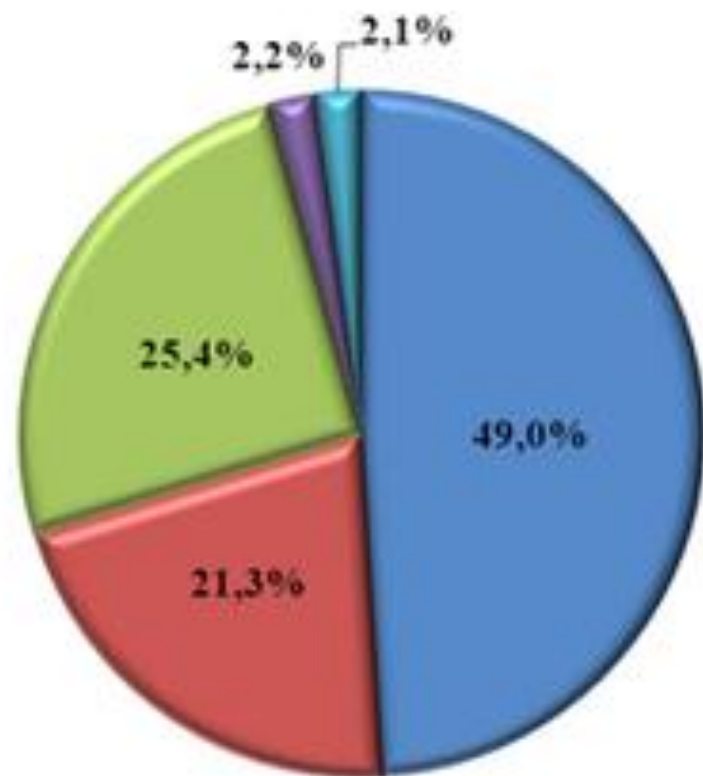
Just 1 company 743.000 USD, services and investment consulting.



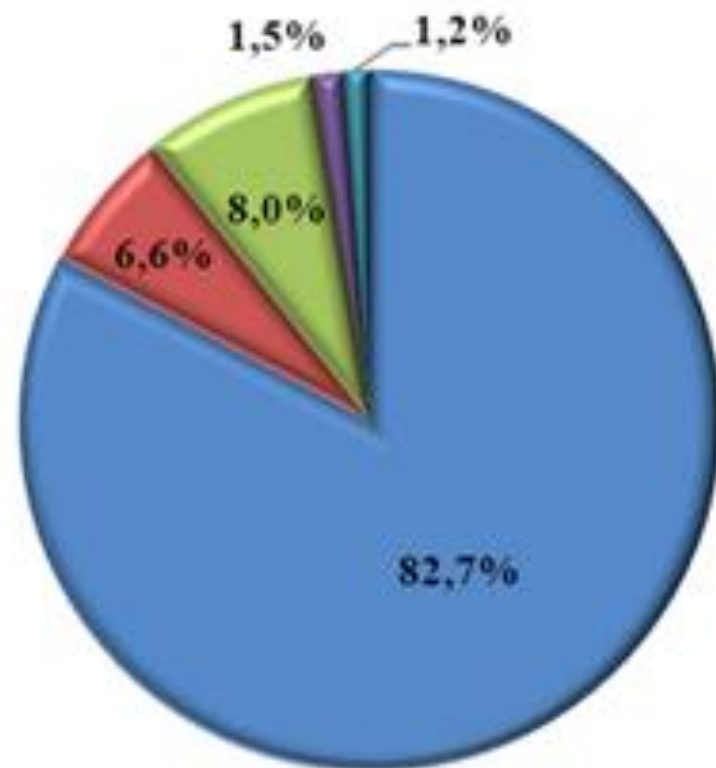
NEW COMPANIES REG.



Xuất khẩu

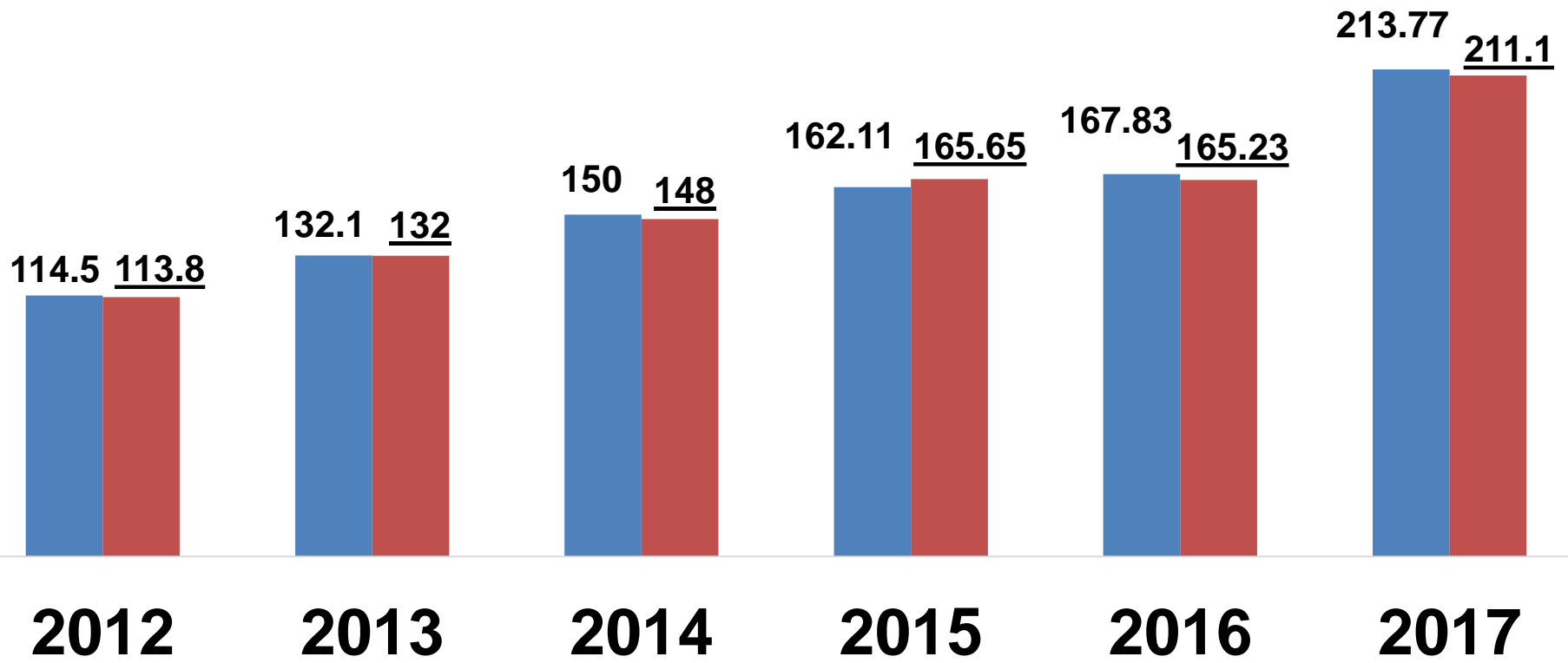


Nhập khẩu



■ Châu Á ■ Châu Mỹ ■ Châu Âu ■ Châu Phi ■ Châu Đại Dương

IMPORT & EXPORT (miliardi USD)



TOP 5 EXPORT 2017 (miliardi USD)

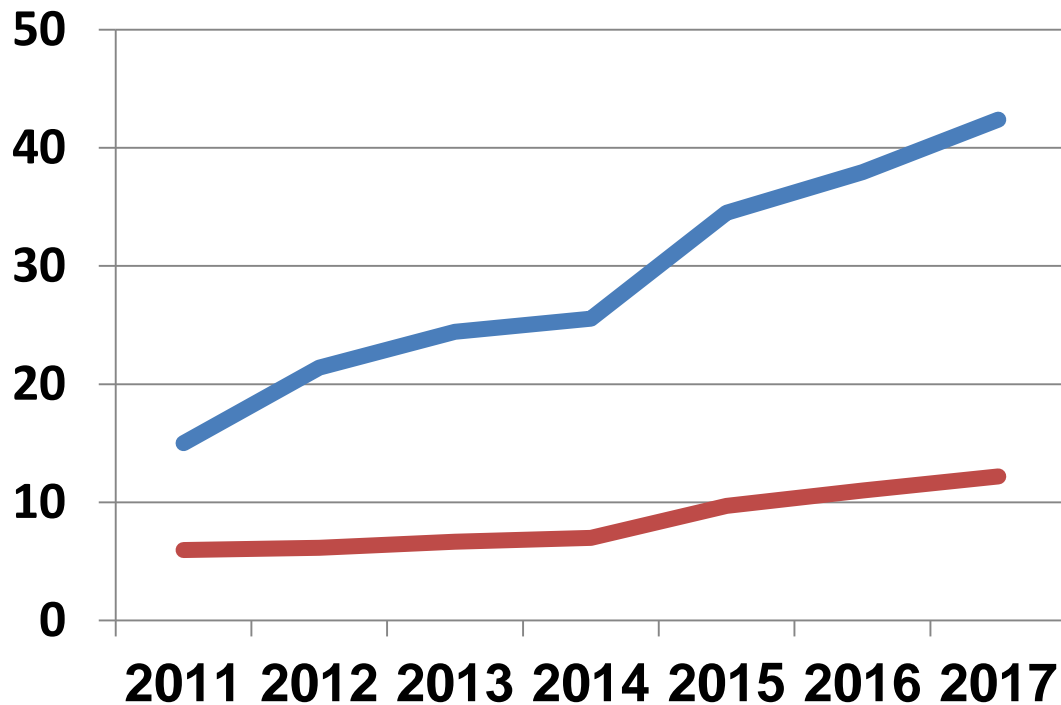
1. Telefonia: 51,9
2. Tessile: 29,8
3. Elettronica: 29,8
4. Calzature: 16,8
5. Macchinari: 14,7

TOP 5 IMPORT (miliardi USD)

1. Elettronica componenti: 43,1
2. Macchinari: 38,6
3. Tessuti filati cotone : 24,3
4. Telefonia componenti: 18,6
5. Prodotti in plastica: 12,7



EU – VIETNAM TRADE (miliardi USD)



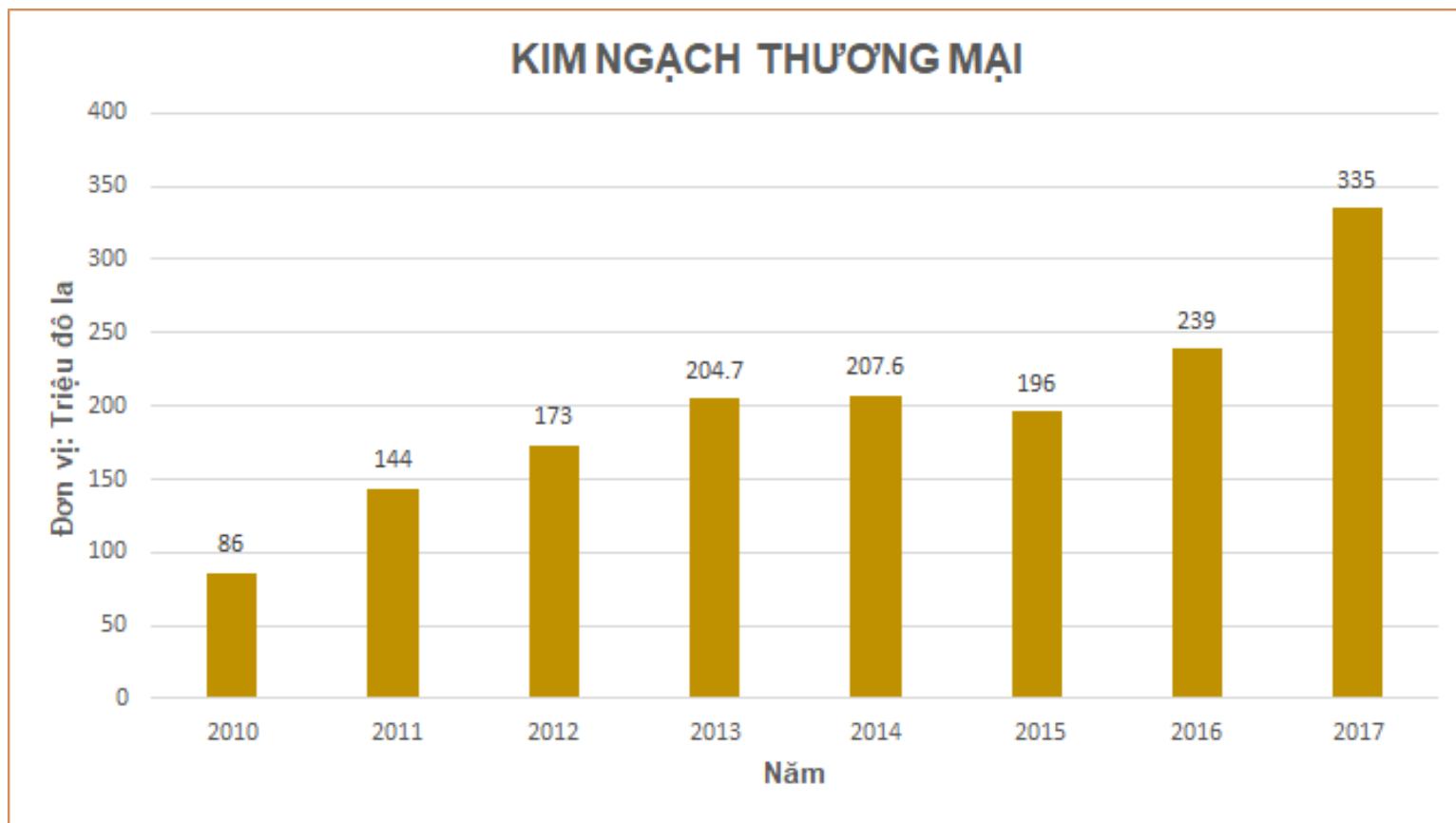
IMPORT



EXPORT



VIETNAM-GREECE EXPORT IMPORT TURNOVER (million USD)



TOP 5 VN EXPORT 2017 (271 milion USD)

1 Telephone and accessories	83
2 Transport equipment	61
3 Shoes footwear	30
4 Coffee	12
5 Textile and garment	10
6 Sea products	8
7 Cashew nuts	5

TOP 5 IMPORT FROM GREECE 2017 (64 milion USD)

- 1 Paper, carton materials
- 2 Tobacco
- 3 Chemicals



Agreements between Vietnam and Greece

- Framework Agreement on economic, industry and technology cooperation (1996).
- Agreement on Cultural Cooperation (2008).
- Agreement on investment incentive and cooperation (2008).
- MOU between 2 Ministries of Foreign Affairs (2008).
- MOU in energy sector (2008).
- Agreement on air transport (2009).
- Agreement on tourism cooperation (2013).



TOP 5 EXPORT I trimestre 2018 (milioni USD)

- Macchinari: 136
- Accessori e pellame: 58
- Tessile: 25
- Medicinali: 10
- Prodotti chimici: 9

TOP 5 IMPORT I trimestre 2018 (milioni USD)

- Calzature: 105
- Prodotti agricoli: 90
- Abbigliamento: 59
- Prodotti ittici: 40
- Mobili: 15



ASEAN



ASEAN Association of Southeast Asian Nations. 11 : Singapore, Tailandia, Malesia, Indonesia, Filippine, Vietnam, Brunei, Laos, Cambogia, Myanmar e Timor Est.

L'area ASEAN 600 milioni di consumatori.



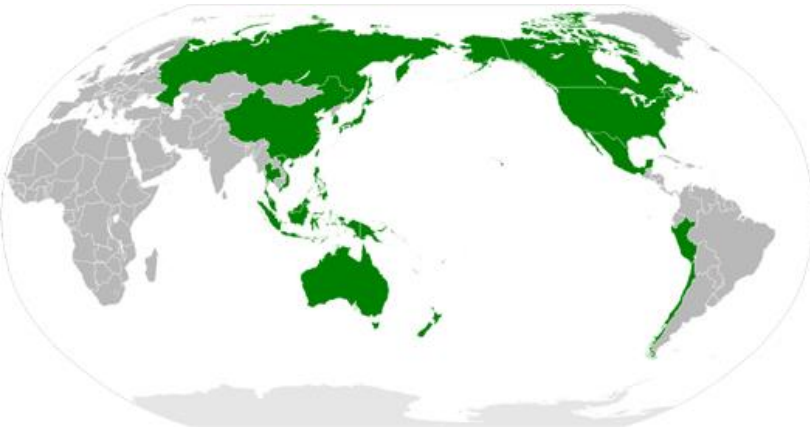


Vietnam has signed 6 FTAs

- AFTA (libero mercato ASEAN).
- ASEAN + JP, KR, India, Cina, Australia, NZ, HK.
- VN-JP, VN-KR, VN-Cile, Israele, EAEU (Eurasia Economic Union).
- CPTPP, EVFTA, RCEP → A breve in vigore



APEC



APEC, acronimo di *Asia-Pacific Economic Cooperation* è un forum annuale che riunisce 21 paesi: USA, Canada, Messico, Papua Nuova Guinea, Australia, Nuova Zelanda, Cile, Perù, Russia, Giappone, Corea del Sud, Brunei, Indonesia, Singapore, Malesia, Filippine, Thailandia, Vietnam, Hong Kong, Taiwan, Cina.



RCEP



Il *Regional Comprehensive Economic Partnership* è un accordo di libero scambio tra a i paesi ASEAN e 6 stati con i quali gli stessi hanno già FTAs. In particolare con Australia, Nuova Zelanda, Cina, Giappone, Corea del Sud.

Si prevede che l'accordo venga firmato nel novembre 2018.

CPTTP



Il *Comprehensive and Progressive Agreement for Trans-Pacific Partnership* costituirà il blocco commerciale più vasto del pianeta.

Legherà infatti 11 paesi: Singapore, Nuova Zelanda, Brunei, Cile, Australia, Vietnam, Perù, Malesia, Messico, Canada, Giappone.

Il testo, approvato ed in vigore da fine 2018, comprende la salvaguardia della proprietà intellettuale, originalità e tracciabilità.



EVFTA

Vietnam is expecting EU members, especially Greece to support EVFTA to make it effective beginning 2019.

IMPORT in EU: - 85.6% duties reduction immediatly, **- 99.2%** after 7 years

EXPORT in VN: - 64.5% duties reduction immediatly, **- 99%** after 10 years

EU handed the protection of Vietnam Phu Quoc fish sauce 2013



80 nhà thùng
2012, 25 triệu lít
cá cơm than lưng đen Phú Quốc (Kiên Giang).



15.07.2013

EVFTA-Free Trade Agreement between EU and Vietnam

- second in the ASEAN region after Singapore, and a further building block towards the EU's ultimate objective of an ambitious and comprehensive region-to-region EU-ASEAN FTA.
- most ambitious and comprehensive FTA that the EU has ever concluded with a developing country

EVFTA-Free Trade Agreement

- **1 – Eliminating customs duties**
- - eliminate nearly all tariffs (over 99%), except for a small number Tariff Rate Quotas (TRQs):
- - Vietnam will liberalise 65% of import duties on EU exports to Vietnam at entry into force, remainder of duties gradually eliminated 10-year period.
- - EU duties will be eliminated over a 7-year period.
- - EU exports of machinery and appliances will be fully liberalised at entry into force and the rest after 5 years.
- Motorcycles with engines larger than 150 cc will be liberalised after 7 years and cars after 10 years, except those with large engines (>3000cc for petrol, > 2500cc for diesel) which will be liberalised one year earlier.
- Car parts will be duty free after 7 years. Roughly half of EU pharmaceuticals exports will be duty free at entry into force and the rest after 7 years.
- The totality of EU textile fabric exports will be liberalised at entry into force.
- Close to 70% of EU chemicals export will be duty free at entry into force and the rest after 3, 5 and 7 years.
- Vietnam will also open its market for most EU food products, both primary and processed, allowing EU high quality exports to reach its growing middle class consumers.
- Wines and spirits will be liberalised after 7 years.
- Frozen pork meat will be duty free after 7 years, beef after 3 years, dairy products after a maximum of 5 years and food preparations after a maximum of 7 years.
- Chicken will be fully liberalised after 10 years.
- The EU will also eliminate duties with longer staging periods (up to 7 years) for some sensitive products, especially in the textile apparel and footwear sectors. The elimination of duties, however, will not be an open door for Chinese products to flood the EU market: to benefit from the preferential access, the strict rules of origin for garments will require the use of fabrics produced in Vietnam, with the only exception being of fabrics produced in South Korea, another FTA partner of the EU.
- Only some sensitive agricultural products will not be fully liberalised, but the EU has offered access to Vietnamese exports via tariff rate quotas (TRQs): rice, sweet corn, garlic, mushrooms, sugar and high-sugar-containing products, manioc starch, surimi and canned tuna.
- Besides eliminating tariffs, Vietnam will also remove almost all its export duties in its bilateral trade with the EU, and has agreed not to increase a few that will exceptionally remain in force.

EVFTA-Free Trade Agreement

- **2 – Reducing non-tariff barriers to European exports**
- The EU and Vietnam have agreed to strengthen the disciplines of the WTO Technical Barriers to Trade (TBT) agreement. In particular, Vietnam has committed to increasing the use of international standards in drafting its regulations. The agreement also contains a chapter addressing Sanitary and Phytosanitary measures (SPS), specifically aimed at facilitating trade in plant and animal products, where the parties agreed on some important principles such as regionalization and the recognition of the EU as a single entity. These provisions will facilitate access for EU companies producing a large variety of products, including electrical appliances, IT, and food and drinks to the Vietnamese market.
- The agreement will also contain a specific annex with far-reaching provisions to address non-tariff barriers in the automotive sector, including, five years after its entry into force, the recognition of the EU vehicle whole certificate of conformity.
- Also for the first time in an FTA, Vietnam accepted the marking of origin "Made in EU" for non-agricultural goods, with the exception of pharmaceuticals (which are still to a great extent subject to national approvals in the EU). Member State-specific markings of origin will continue to be accepted as well. This provision will allow manufacturers to reflect the increasing EU market integration.
- All these provisions, together with others addressing, for example, import and export licensing, customs procedures, trade in plant and animal products, will facilitate access of European goods to the Vietnamese market and boost their competitiveness vis-à-vis other suppliers.
- **3 - Protecting European Geographical Indications**
- Farmers and small businesses producing food with traditional methods will benefit from the recognition and protection on the Vietnamese market – at a comparable level to that of EU legislation – of 169 European food and drink products from a specific geographical origin. This means that the use of Geographical indications (GIs) such as Champagne, Parmigiano Reggiano cheese, Rioja wine, Roquefort cheese or Scotch Whisky will be reserved in Vietnam for products imported from the European regions where they traditionally come from.
- Vietnamese GIs too will be recognised as such in the EU, providing the adequate framework for further promoting imports of quality products such as Mộc Châu tea or Buôn Ma Thuột coffee.
- The agreement will allow new GIs to be added in the future.

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EVFTA-Free Trade Agreement

- **4 – Allowing EU companies to bid for Vietnamese public contracts**
- With this agreement EU companies will be able to bid for public contracts with:
 - Vietnamese ministries, including for infrastructure such as roads and ports
 - important state-owned enterprises such as the power distribution company and the nationwide railway operator
 - 34 public hospitals
 - the two biggest Vietnamese cities, Hanoi and Ho Chi Min City
- The EU and Vietnam have also agreed on disciplines fully in line with Government Procurement Agreement (GPA) rules, achieving a degree of transparency and procedural fairness comparable to other EU FTAs with developed countries and more advanced developing countries. EU businesses will be the first foreign companies to get such a level of access to Vietnamese procurement markets.
- **5 – Creating a level playing field for EU companies and innovative products**
- With the disciplines agreed on State Owned Enterprises (SOEs) and subsidies, the EU-Vietnam FTA will level the playing field between SOEs and private enterprises when SOEs are engaged in commercial activities. There will also be rules on transparency and consultations on domestic subsidies. These are the most ambitious disciplines that Vietnam has ever agreed to.
- On **Intellectual Property Rights**, Vietnam has committed to a high level of protection, going beyond the standards of WTO TRIPs agreement. With this agreement, EU innovations, artworks and brands will be better protected against being unlawfully copied, including through stronger enforcement provisions.
- Among others, the EU pharmaceutical sector will benefit from improved data protection and of the possibility to get an extension of the patent up to two years if there are delays in the marketing authorization. In a specific annex on pharmaceutical products, the Parties have agreed to a set of other provisions facilitating trade in these products, which are of great importance in the EU-Vietnam trade (second export item, amounting to about 9% of total EU exports to Vietnam). Vietnam has also taken commitments concerning procurement of pharmaceutical products and has allowed foreign-invested companies to import and sell medicines to distributors and wholesalers within the country.

Vietnam and Greece: tourism destinations for the world

- *World Million Years Natural Wonder*



- *2017: 13 million international tourists visited Vietnam, increased 30% compared with the previous year*

- *World Thousands Years Artificial Wonder*



VIET NAM TIMELESS CHARM



Endless Enjoyment/Journey of your life time

International Visitors to Viet Nam

Average Growth rate 2010 – **11%**
Tasso medio di crescita 2010 - **11%**

Total arrivals 2017: **13 mln visitors: 30%**
Arrivi totale nel 2017: **13 mln di visitatori : 30%**

Major source markets in 2015, 2016
Origine dei mercati principali nel 2015, 2016

International Visitors by Region
Turisti internazionali divisi per continente

KEY TOURISM PRODUCTS

BEACH

SPIAGGIA

CULTURE

CULTURA

ECO
TOURISM

TURISMO
ECOLOGICO

CITY
BREAK

FUGA DALLA
CITTÀ



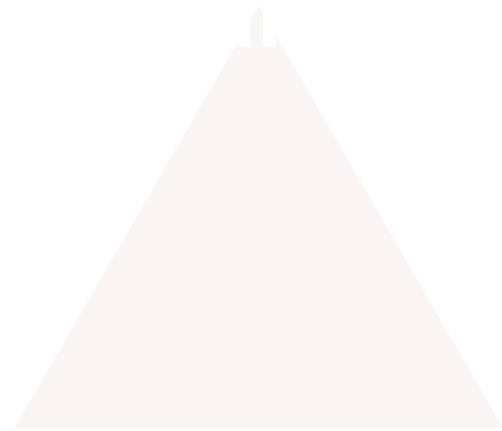
*Vietnam has 3600km and Italy has 8000 km of ocean shore;
in 1970, Henry Kissinger-ex american foreign secretary descended from the airplane to the South of Vietnam, he exclaimed: oh this country has so beautiful beaches with white sand and climate!
Tourist can discovery the beauty of untouched nature and the beaches as well as high-end beach resort accommodations, sport activities and fresh seafood.*






Vietnam
Timeless Charm







Where to go? Dove andare?

Top Destinations

Destinazioni principali

HA NOI
– HA LONG
– NINH BINH

DA NANG
– HOI AN –
QUANG BINH

HO CHI
MINH CITY
– MEKONG
DELTA

PHU QUOC
ISLAND

HANOI

- Hanoi, the capital:
 - Products: culture, history, art and cuisine
 - Tourist attractions (where to go): Old quarter, Thang Long Citadel, Van Mieu, Hoan Kiem Lake, Ho Chi Minh Museum, etc
 - What to eat: Real “Pho” Noodles soup, “bun cha” and many more,
 - Where to stay: variety of accommodation from luxury to budget hotels in the Old Quarter, etc
- ▶ Hanoi, la capitale:
 - Prodotti: cultura, storia, arte e cucina.
 - Attrazioni turistiche (dove andare): Distretto storico, Thang Long Cittadella, Van Mieu, lago Hoan Kiem, museo di Ho Chi Minh, etc
 - Cosa mangiare: Autentica zuppa di noodles “Pho”, “bun cha” e tanto altro,
 - Dove stare: vi è la possibilità di alloggiare in diversi posti dall’hotel di lusso fino a ostelli più economici nel distretto storico , etc



Halong Bay - Baia di Halong

Halong Bay (165km from Hanoi):

- Products: Natural world heritage,
nature - thousands of islands

on the Bay

Activity:

- Leisure cruise on the Bay, Go
caving, Kayaking

- Cuisines: Vietnamese specialities
and seafood, etc.

Where to stay: Luxury resorts,
overnight on luxury boats,...

Baia di Halong (165km da Hanoi):

- Prodotti: Patrimonio naturale del
mondo, natura – migliaia di isole

Nella Baia:

Attività:

Crociera di piacere nella baia,
avventurarsi nella speleologia,
Kayaking

- Cucina: specialità vietnamite e frutti
di mare etc.

Dove stare: resort di lusso, possibilità di
passare la notte su navi di lusso,...



Ninh Binh (95km da Hanoi)

Places of Interests

- Bai Dinh pagoda – Vietnamese culture
- Trang An Landscape Complex – UNESCO heritage
- Tam Coc Bich Dong - Ha Long bay on land
- Birds sanctuary

Special Interests (activities)

- Float along the river, hundreds of small island, caves
- Sightseeing: Hollywood film Kong - Skull Island site
- Cuisines: Vietnamese specialties

Luoghi d'interesse

- ▶ Pagoda di Bai Dinh – cultura Vietnamita
- ▶ Complesso paesaggistico Trang An – patrimonio dell'UNESCO
- ▶ Tam Coc Bich Dong – baia di Halong
- ▶ Santuario degli uccelli

Ulteriori attività

- Navigare lungo le rive del fiume, centinaia di piccole isole e grotte
- Attrazione turistica: luogo dove hanno filmato Kong- Skull Island
- Cucina: specialità vietnamite

The Center of Viet Nam – Centro del Vietnam

Beautiful sun and sea – Bel sole e mare

Da Nang

Products: beaches, nature and entertainment

Where to go: beaches, island, Ba Na hills, etc.

What to do: Leisure, hot spring and mud bath, entertainments,...

Where to stay: Luxury resorts and hotels, etc

Da Nang

Prodotti: spiagge, natura e intrattenimento

Dove andare: spiagge, isola, colline di Ba Na, etc.

Cosa fare: Tempo libero, terme e bagni di fango e intrattenimento.

Dove stare: resort di lusso e hotel, etc

Hoi An (less 30 km from Da Nang)

- Products: Ancient town - UNESCO heritage, Local life style
- Where to go: UNESCO heritage sightseeing (cycle tours, walking), Craft village visit (Pottery and Carpentry villages), One day be farmer, Cooking class
- Where to stay: 3-5 star hotels, homestay, etc.
- Cuisines: thousands of choices
- Prodotti: Città antica, patrimonio Unesco, stile di vita locale
- Dove andare: patrimonio Unesco (tour ciclistico e trekking), visita al villaggio di artigiani (villaggio di ceramica e carpenteria), un giorno da allevatore e corsi di cucina
- Dove stare: 3-5 star hotels, homestay, etc.
- Cucina: diverse scelte

Nha Trang

- Product: Beach and island leisure
 - Activities: Scuba diving, snorkeling, sailing, riding, jetskiing, sea walking, sea sports, hot spring and mud-bathing...
 - Where to stay: Hotels and resorts along the beach
 - Cuisine: seafood, local traditional food, street food...
- ▶ **Prodotti: Spiaggia e Isola**
 - ▶ **Attività: immersioni, snorkeling, navigare, cavalcare, jetskiing, sea walking, sport acquatici, terme e bagni di fango**
 - ▶ **Dove stare: Hotels e resort sulla spiaggia**
 - ▶ **Cucina: frutti di mare, cibo tipico locale e street food.**



Ho Chi Minh City

Biggest city, economic hub

Products: city break, culture, history relics, shopping

Where to go: Walking streets, Historical relics, War museum, Cu Chi tunnel, shopping area, etc.

Cuisine: Street foods, local traditional food,...

Where to stay: Many kinds of accommodation from luxury to budget hotels, etc.

La città più grande e centro economico

Prodotti: fuga della città, cultura, reperti storici, shopping

Dove andare: passeggiata in città, reperti storici, museo della guerra, tunnel Cu Chi, shopping, etc.

Cusina: Street food, cibo tradizionale locale

Dove stare: ci sono diversi tipi di alloggi, dal lusso al hotel più economici etc.

Mekong Delta – Delta del Mekong

Eco tourism product:

- Floating market, Mekong Cruise Tour, Fruit farms tour, Rural life tour
- What to eat: hot pot, fruit, seafood and more

Prodotti del turismo ecologico:

- Mercato galleggiante, tour in crociera di Mekong, tour delle coltivazione di frutta, tour della vita rurale
- Dove mangiare: hot pot, frutta, frutti di mare etc.



Phu Quoc – Paradise Island

Phu Quoc – Isola paradiso

- High-end beach and island leisure in luxury resorts
- Honeymoon experience
- Golf courses, amusement park, safari,...
- Local culture - night market – local products
- Special: Visa exemption for all up to 30 days
- International airport
- Spiaggia di lusso ed attività sull'isola in resort di lusso
- Luna di miele
- Campi da golf, parco divertimenti, safari
- Cultura locale – mercato notturno – prodotti tipici
- Novità: Non c'è la necessità di effettuare un visto per tempi di permanenza inferiori ai 30 giorni.
- Aeroporto internazionale.



EVFTA

Vietnam is expecting EU members, especially Greece to support EVFTA to make it effective beginning 2019.

So all our two countries businesses can enjoy more favorable conditions for developing mutual beneficial business.



AMBASCIATA
della Repubblica Socialista del Viet Nam

***Come to Vietnam as a tourist,
Return to Greece with a business!***

*Nguyễn Đức THANH-Dr.
Minister Counselor
Head of Commercial Office
per L*Italia, la Grecia, Cipro e Malta
vinatrade@hotmail.com; it@moit.gov.vn
Ambasciata del Vietnam in Italia*