



Economic mission to Vietnam and the Philippines led by Marten van den Berg, Director-General for Foreign Economic Relations at the Ministry of Foreign Affairs

23 to 28 October 2016

Hanoi, Ho Chi Minh City, Manila

If you're looking to do business in Vietnam and the Philippines, then why not join the economic mission taking place from 23 to 28 October 2016.

Led by Marten van den Berg, Director-General for Foreign Economic Relations at the Ministry of Foreign Affairs, you'll have the opportunity to visit Hanoi, Ho Chi Minh City and Manila.

Participation is open to Dutch companies and knowledge institutions from all sectors registered at the Netherlands Chamber of Commerce.

Several particularly relevant top sectors have been defined for this visit, including agri-food, horticulture & propagation materials, logistics and water management. It is possible to visit either of the countries as part of this mission.

Promising trading partners

Vietnam and the Philippines are attractive trading partners for the Netherlands. Both countries are seeing impressive growth, are politically stable and are becoming ever more integrated into the global economy. For Dutch businesses, this is the prime time to get to know these markets in more detail and explore trade and investment opportunities.

Vietnam

A domestic market comprising 93 million people, a well-educated labour force, low labour costs and a growing middle class with increasing disposable income all make Vietnam an attractive trading partner. The country has a unique position thanks to its free trade agreement with the EU, participation in the Trans-Pacific Partnership and membership of the ASEAN Economic Community. The Netherlands is also a strategic partner of Vietnam on water and climate adaptation issues.

The Philippines

The Philippines' economy is growing by 6% annually. The combination of a young, well-educated, English-speaking population and a Christian cultural environment means the country is attracting the attention of more and more foreign businesses. As is the domestic market of 100 million people with increasing spending power. The Netherlands is the Philippines' largest foreign investor. Dutch companies like Unilever, Shell and Heineken are already present in Manila. In April, negotiations began on a free trade agreement between the EU and the Philippines. The country will chair the ASEAN Economic Community in 2018. What's more, it is also home to the headquarters of the Asian Development Bank.

Unique opportunity

During the mission, you will meet government stakeholders and potential local business partners. You can also share your experiences with other Dutch businesses.

Programme

There are ample opportunities to make new business contacts at networking events like:

- individual matchmaking;
- seminars and/or joint visits to companies and government institutions;
- Holland Trade Lunches or Dinners with Marten van den Berg and the Dutch ambassador and/or consul-general.

Economic diplomacy

Director-General for Foreign Economic Relations Marten van den Berg will use the mission to establish and expand high-level contacts. Through Mr Van den Berg you will have the opportunity to raise talking points and/or highlight trade barriers that your company might face when working with local government or companies, during discussions with representatives from the government and semi-government sectors. It will also be possible to sign contracts or a Memorandum of Understanding in Mr Van den Berg's presence.

Cost

Participation costs €950 per company (for up to two participants) and €475 for every additional participant beyond that. Until mid-March 2017 a special 50% discount applies to female entrepreneurs in order to encourage their participation in missions.

The costs include joint programme events, individual matchmaking, joint local transport and support from the organisers on the ground.

Travel, accommodation and any interpreting costs must be covered by businesses themselves. A travel agency has been asked to put together a travel package.

Registration

You can register for the mission [here](#). Registration closes on Monday 15 August 2016.

More Information

The Netherlands Enterprise Agency (RVO.nl) is organising this mission in conjunction with the Ministry of Foreign Affairs, the Dutch embassy and consulate-general in Vietnam and the Dutch embassy in the Philippines.

For more information, please contact:

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Draft programme

Saturday 22 October (Amsterdam)

- 17.45 hrs Amsterdam – Hanoi via Bangkok (KL875 & VN610)

Sunday 23 October (Hanoi)

- 13.45 hrs arrival Hanoi
- Kick-off meeting and informal network dinner

Monday 24 October (Hanoi)

- Opportunities EU-Vietnam Free Trade Agreement
- Collective government and/or company visits
- Holland Trade Lunch
- Individual matchmaking, seminar Doing Business in Vietnam
- 20.05 -22.15 hrs Flight Hanoi – Ho Chi Minh City (VN271)

Tuesday 25 October (Ho Chi Minh City)

- Seminars
- Company visits
- Holland Trade Lunch
- Individual matchmaking
- Debriefing

Wednesday 26 October (Ho Chi Minh City – Manilla)

- 09.30 – 13.20 hrs Flight Ho Chi Minh City – Manilla (PR592)
- Kick-off meeting Doing Business in the Philippines
- Networking reception

Donderdag 27 oktober (Manilla)

- Individual matchmaking
- Business Forum/seminar
- Holland Trade Dinner/Reception



Friday 28 October (Manilla)

- Individual matchmaking, seminars
- Company visits
- Networking lunch
- Debriefing
- 19.50 – 06.45 hrs* Flight Manilla – Amsterdam (KL808)