

JOIN US!

4th edition

Fri, Nov 17 2017

7 days after application

10 days after receiving confirmation letter

Application deadline
Application form to be sent to EVBN together with commercial materials

Final selection
EVBN to send confirmation letter to 40 EU companies based on application

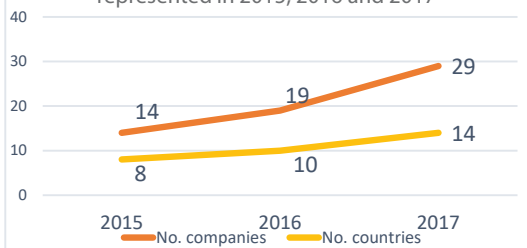
Payment deadline
Selected candidates confirm their registration by paying the participation fee

FOOD & BEVERAGE TRADE MISSION TO VIETNAM Jan 29 - Feb 3, 2018

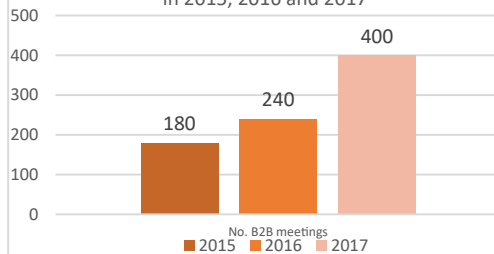
Fill in the application form online at www.evbn.org
or contact us for any further questions
Ms. Thuy Le
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+84 (0)28 3823 9515 Ext:107

Food & Beverage Trade Mission to Vietnam Our past experiences - 2015 | 2016 | 2017

Number of participants and countries represented in 2015, 2016 and 2017



Total B2B meetings in 2015, 2016 and 2017



"Well-organized. Easy to get to know the market, if you go to a specific country for the first time."
Beata Kaput, Roleski.

"The trade mission is a better and easier way to meet potential partners."
Ricardo Aleixo, Real Cave do Cedro.

"We would definitely recommend EVBN, because of the level of service. They are professional and their connections are very effective."
Eva Boulbasi, Eva's Walk P.C.

40 European companies

Food & Beverage | Equipment for HoReCa | Food industry machinery

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Organizer



Official Carriers



Why should you join?

EU-Vietnam Free Trade Agreement

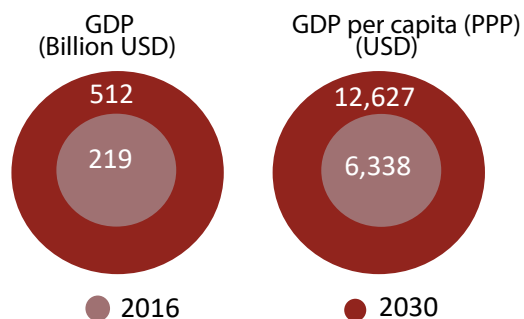
EVFTA will come into force in 2018. The Agreement includes the elimination of nearly all tariffs (over 99%) in the F&B sector.

Vietnam in numbers

Population (March, 2017): 95,124,019

Population (forecast 2020): 98,156,617

Nielsen has estimated that the number of middle class Vietnamese will reach 44 million by 2020 and 95 million by 2030 thus increasing the potential consumer base exponentially.



Source: Euromonitor, Kantar World Panel, GSO, World Bank

Vietnam Consumer expenditure by category in 2015

Total Expenditure: USD\$ 137 billion



- Food & beverage
- Clothing & Footware
- Housing
- Household goods & services
- Health goods & medical services
- Transport
- Communications
- Leisure & recreation
- Education
- Hotels & catering
- Others

Mon, Jan 29 Arrival in Ho Chi Minh City / Check-in at hotel

Tue, Jan 30 Morning: Information session
Lunch time: Networking lunch
Afternoon: Points of sale and/or factory visits

Wed, Jan 31 Full day of tailored B2B meetings with potential partners

Thu, Feb 1 Morning: Transfer from Ho Chi Minh City to Hanoi / Check-in at Hotel
Afternoon: Points of sale and/or factory visits

Fri, Feb 2 Full day of tailored B2B meetings with potential partners
Evening: Networking dinner offered to all participants

Sat, Feb 3 End of EVBN Mission
Individual departures from Hanoi



Participation fee: € 2,250/pax/per company
2nd person: € 920

Our offer

An interview with our business team to better understand your business objectives and plans for Vietnam;

Organization of B2B tailored agenda with interested contacts & prospects in Hanoi & Ho Chi Minh City;

Meet distributors, buyers and partners in Vietnam;

Meet European players already established in Vietnam & hear about their experience in entering the Vietnamese market;

Referral and introduction to EVBN's & its partners' business network.

Standard package (all inclusive)	Cost (€)
Accommodation for 5 nights in 5* or 4* hotels	700
Organization of personalized B2B meetings	1650
Interpreters for B2B meetings, visits, etc.	350
Local flight from HCMC to Hanoi & transfer Welcoming seminar - Information session Networking lunch on Tuesday, January 30 Networking dinner on Friday, February 2 Logistic coordination & point of sales / factory visits	1,050
MARKET PRICE	3,750
Administration fee (10%)	375
TOTAL COST	4,125
EVBN OFFER*	€2,250*

* This price is exclusive of international flights, visa application fees, transportation cost of samples and sample customs fee.