



Groupe Engram

YOUR SUCCESS, OUR MISSION STATEMENT

2024

# VIETNAM TRADE MISSION

Residential construction market






Founded in 2016, Groupe Engram is a strategic consulting firm with the aim to accelerate the growth and create value for SME

- Implementing financing strategies
- Identifying new business opportunities globally
- Connecting project leaders with talent
- Facilitating the professional development of international trade compliance experts

## OUR SERVICES

- Funding
- International Recruitment
- International Trade Compliance
- Business Opportunity Generator

 Rue Ahmed Nassiri 20 ,  
Quartier des palmiers –  
20370. Casablanca -Maroc

 7384 Rue St-Denis,  
Montréal, QC H2R 2E4

 12 Khuat Duy Tien,  
Thanh Xuan Trung,  
Thanh Xuan, Ha Noi,  
Vietnam

## ▶ OUR VALUES



**FLEXIBILITY**



**PERFORMANCE**



**STRATEGIC**



**COOPERATION**

## ▶ WHY CHOOSE US

Groupe Engram offers personalized support services to meet the growth needs of small and medium-sized enterprises (SMEs) whether it's implementing financing strategies, generating business opportunities, enhancing customs compliance, or addressing labor shortages by helping you find talent. Your success is our reason for being.

# COUNTRY AT A GLANCE

99,2M

Population (2024)

\$408.8B

GDP 2022

8%

GDP Growth 2022

\$4,164

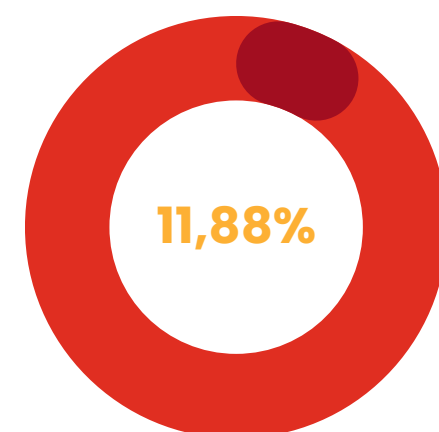
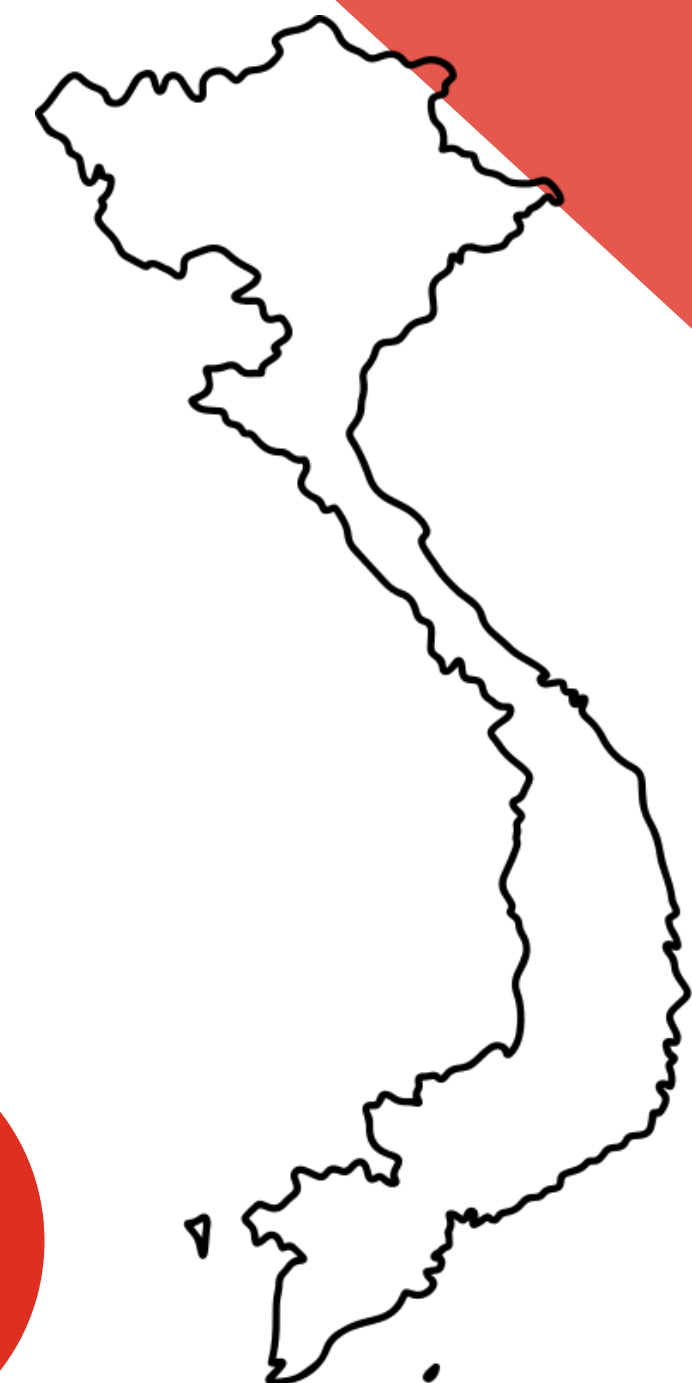
GDP per capita 2022

Vietnam is one of the fastest growing economies in the Asia region with its recent average GDP growth rate of 5.49% (2017 - 2021), and remains as one of the few countries in the world

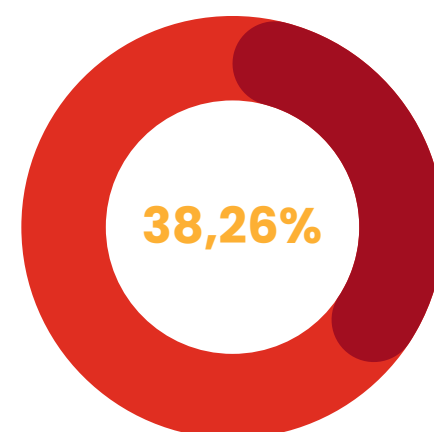
**Key export partners:** Japan, South Korea, ASEAN, EU, China and United States.

**Top export commodities (by volume):** phones and components, electronic goods, computers and components, garments and textile, machinery, instruments and accessories, footwear, wood and wood products.

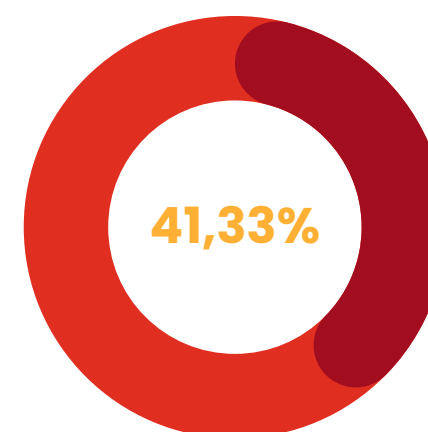
Annual inflation rate is maintained at 1.84% (2021).



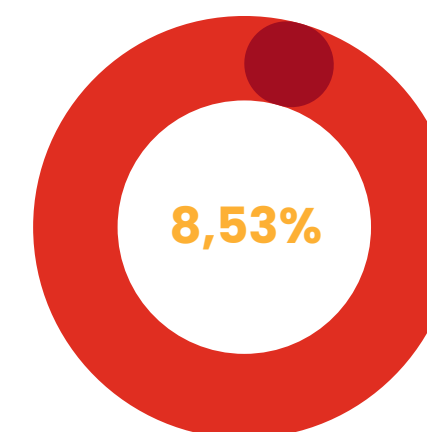
Agriculture, forestry, fishing



Industry and construction



Services



Products taxes less subsidies on products

GDP structure 2022

# WHY IS VIETNAM A CHOICE FOR SOURCE OF SUPPLY?

- USA - China politic and economic conflicts & other regions instability, shutdown.
- Neutral and friendly foreign relationship policies make Vietnam a destination for foreign investors.
- Vietnam developed policies focused on key industries: **low or 0% import tax of raw materials**, tax redemption for export companies, and infrastructure development (roads, industrial zones, etc.)
- **Large labor pool:** around **106 million citizens by 2030**, 56% in the working age.
- **Low labor costs and the wage increases at slower pace** than other neighbor countries while increasingly **well educated**.

## Employment

**Labor force:** Estimated 50.6 million (aged 15 and above)  
Unemployment rate: 3.20%

## Business hours

Normal working hours are 8 hours per day, or 40-48 hours per week

## Average annual income (2022)

Approximately USD2.152

## Climate and weather:

Varies from North to South

## Language

Vietnamese (official language)  
English (widely taught at school)

## 5 Municipalities and 58 provinces

- North: Hanoi – the capital
- Center: Danang City – important seaport
- South: Ho Chi Minh City – the largest city

# POLITICAL STRUCTURE

Vietnam is a socialist country operating under the single-party leadership of the Communist Party. The legislative power in Vietnam is vested in the National Assembly of Vietnam. The implementation and administration of National Assembly legislation is delegated to 63 municipal and provincial bodies based on geographical location. The President of Vietnam is the head of the State, and the Prime Minister of Vietnam is the head of the Central Government. The Central Government is assisted by various ministries in charge of specific sectors in the management of the country.

## **KEY POLICY:**

**Foreign investment cooperation strategy in 2021-2030 to enhance the efficiency of foreign investment with target:** By 2030, Vietnam should be listed among the top 3 ASEAN leading countries and top 60 worldwide leading countries in the business environment category by World Bank.

**Vietnam's Commitments at COP26:** focus on green energy and reduce carbon emissions, issued National Strategy on green development period 2021 – 2030 vision 2050



# INVESTMENT PROTECTION AND INVESTMENT INCENTIVES

## Investment protection to foreign investors

- ▶ No appropriation or confiscation
- ▶ Compensation in the case of confiscation for national defense, security or national interest

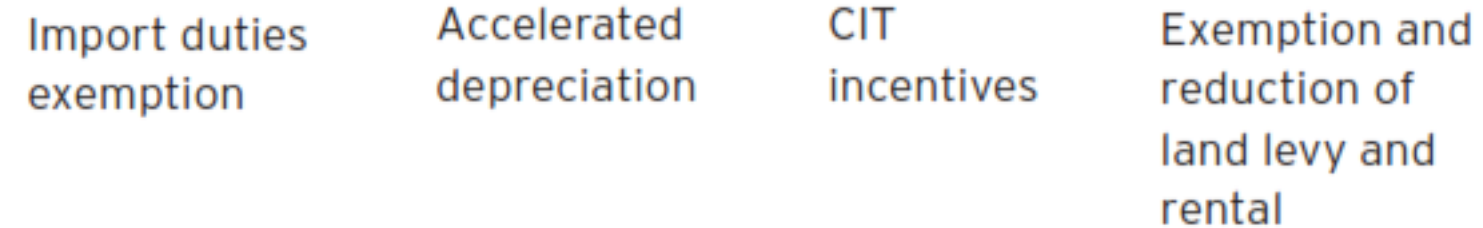
- ▶ No priority to domestic goods, services or vendors
- ▶ No restriction on export ratio quantity, value, types of goods, services
- ▶ Self-balance of import-export, import substitution, R&D ratio
- ▶ Investors can choose headquarter location or location to provide goods/service

- ▶ Entitled to new incentives if more favorable
- ▶ Keep current incentives if less favorable than before
- ▶ If the investor is no longer entitled to incentives for national defense and security reasons, relevant compensation may be applied



- ▶ Investment capital and liquidation
- ▶ Income from business activities
- ▶ Lawful money and other assets

## Investment incentives



- 1 Development of technical and social infrastructure inside and outside the investment project
- 2 Training and development of human resources
- 3 Credit support
- 4 Access to business premises and business relocation under decisions of regulatory agencies
- 5 Science, technology and technology transfer
- 6 Market development and information provision
- 7 R&D

# FORMS OF BUSINESS

## Forms of FDI

A foreign investor may invest in Vietnam in the following forms:

1. Establishment of a business entity
2. Capital contribution or purchase of shares/stakes
3. Execution of an investment project
4. Business cooperation contract
5. Other forms as prescribed by the Government

## Forms of enterprise in Vietnam

Limited Liability Company, Joint Stock Company, Partnership and Private Enterprise.

## Form of investment

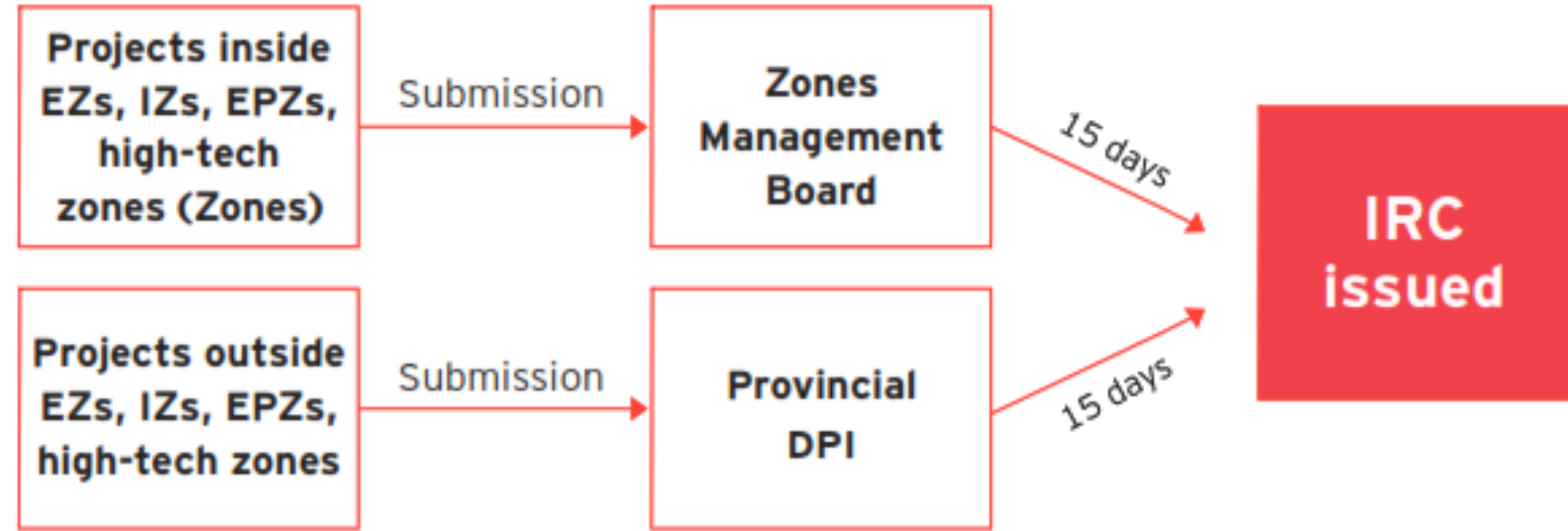
Greenfield investment, merger and acquisition, investment without setting up entity, representative office

## Setting up an investment project and a company in Vietnam:

Foreign investors can set up a business in Vietnam by way of setting up an investment project and a business organization to manage the project. Investment in conditional sector activities is subject to inprinciple approval of higher-level competent authorities (nuclear power plant, special-use forests, headwater protection forests or border protection forests; construction of airports, terminals; petroleum processing; betting and casino for foreigners; golf courses; etc.). The process in conditional sectors takes more time and involves specialized competent authorities.

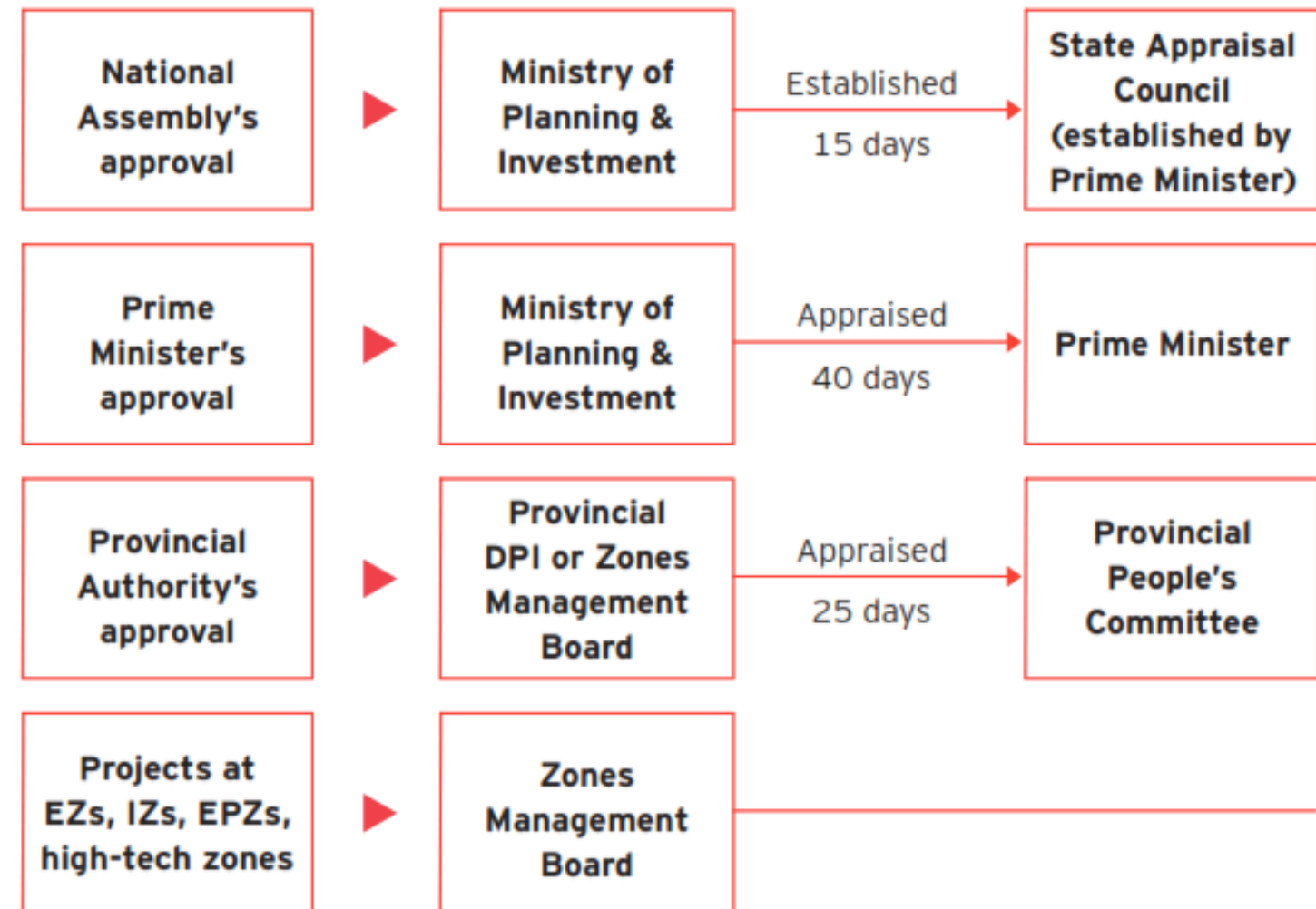
## Procedures and timeline of registration process

### Projects not subjected to in-principle approval



## Procedures and timeline of approving in principle

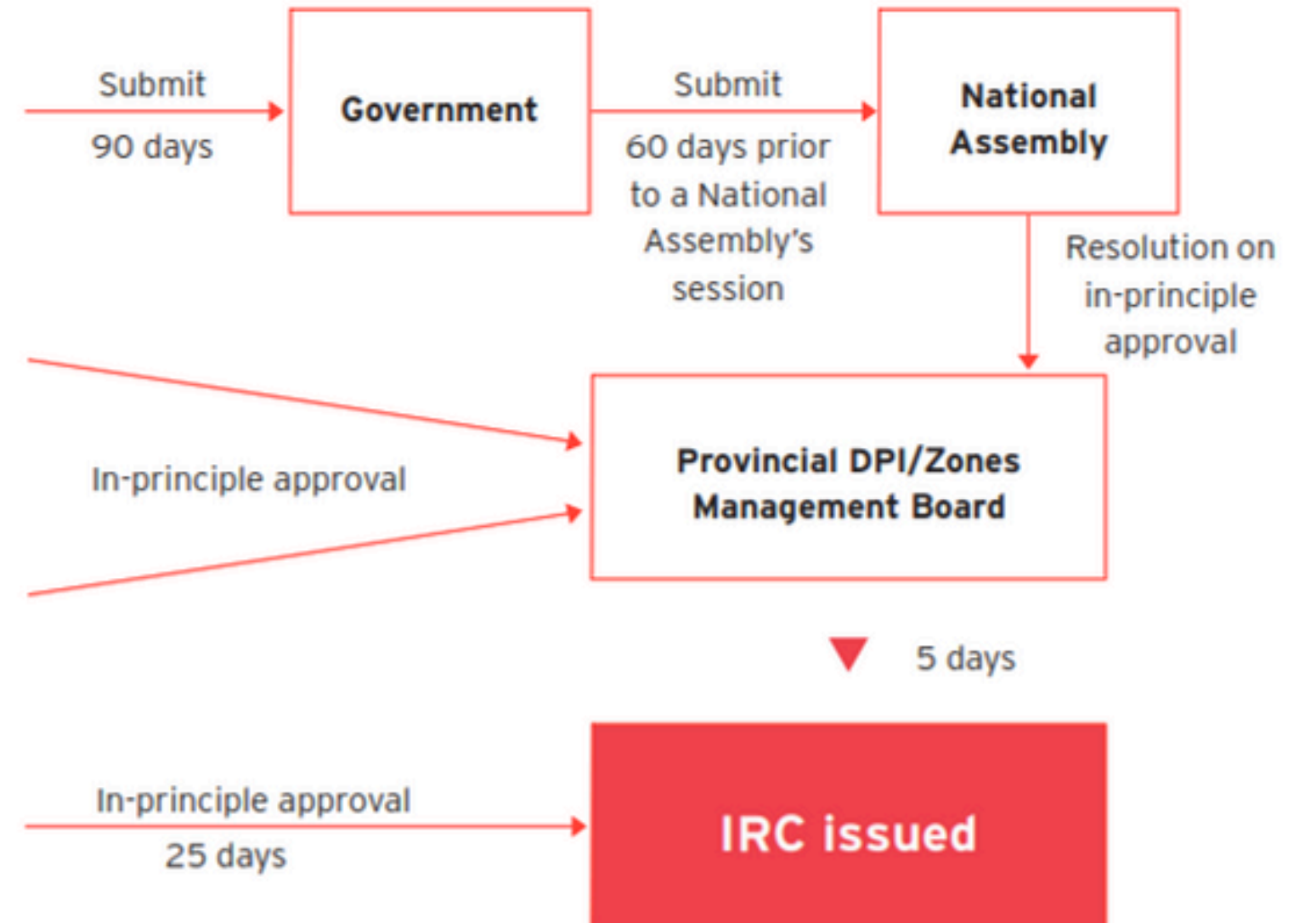
### Projects subjected to in-principle approval



## Procedures and timeline of setting up company



### Projects subjected to in-principle approval





# RECRUITMENT AND TERMINATION OF EMPLOYMENT

Recruitment, probation and labor contract:


- ▶ Employers have the right to recruit employees directly or through employment agencies or dispatching agencies
- ▶ Only one probationary period is allowed for a job and shall not exceed 180 days, 60 days, 30 days or for different positions and level of degree or skills of people, and 6 working days for other jobs.

## Employment of foreigners

Requirements for employment of foreigners 


Only employ foreigners to hold positions of managers, executive directors, specialists and technical workers with professional requirements which cannot be met by Vietnamese workers.

Recruitment of foreign employees in Vietnam is subject to written approval by competent authorities.

Work permit 

The maximum duration of a work permit is two years. A work permit can only be extended one time with a maximum duration of two years.

After a work permit has expired, foreign workers have to ask for the grant of new work permit.

Labor contract 

The duration of a foreign employee's employment contract must not exceed that of the work permit.

A definite-term employment contract may be entered into multiple times with foreigners.

# VIETNAM OFFERS SEVERAL ADVANTAGES FOR CANADIAN COMPANIES

- ▶ **1. High-Growth Economy:** Vietnam is one of the fastest-growing economies in Asia, with a GDP growth of 8.02% in 2022. This economic expansion presents numerous opportunities for Canadian businesses.
- ▶ **2. Large Market:** With a population of over 99 million people, Vietnam offers a large consumer market.
- ▶ **3. Manufacturing Hub:** Vietnam is a world leader in electronics manufacturing, contributing significantly to the country's GDP. This makes it an attractive location for Canadian companies in the electronics sector.
- ▶ **4. Tax Incentives:** New investment projects in Vietnam can enjoy tax incentives depending on the sector, location, and scale. This can reduce the operational costs for Canadian businesses.
- ▶ **5. Ease of Doing Business:** Vietnam has made significant improvements in its business environment, making it easier for foreign companies to operate. The World Bank scores Vietnam as one of the most improved countries in areas such as lowering the cost of starting a business and expanding the accessibility of information.
- ▶ **6. Strategic Location:** Vietnam's geographical location in Southeast Asia makes it a strategic hub for trade and logistics.
- ▶ **7. Young and Dynamic Workforce:** Vietnam has a young population, providing a dynamic and cost-effective workforce for foreign companies.
- ▶ **8. Free Trade Agreements (FTAs):** Vietnam has signed several FTAs, including the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), which provides Canadian companies with greater market access.





# Vietnam's FTAs

| FTAs   | Signing members   |
|--|---|
| ASEAN Trade in Goods Agreement (ATIGA)   | 10 ASEAN member countries (Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam) |
| Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)                    | Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, and Vietnam (*)                    |
| ASEAN - Japan Comprehensive Economic Partnership (AJCEP)   | 10 ASEAN member countries and Japan   |
| ASEAN - Korea FTA (AKFTA)  | 10 ASEAN member countries and Korea Republic  |
| ASEAN - India FTA (AIFTA)  | 10 ASEAN member countries and India   |
| ASEAN - China FTA (ACFTA)  | 10 ASEAN member countries and China Mainland  |
| ASEAN - Hong Kong FTA (AHKFTA)   | 10 ASEAN member countries and Hong Kong   |
| ASEAN - Australia - New Zealand (AANZFTA)  | 10 ASEAN member countries and Australia, New Zealand  |
| Vietnam - Chile FTA (VCFTA)  | Vietnam, Chile  |
| Vietnam - Korea FTA (VKFTA)  | Vietnam, Korea Republic   |
| Vietnam - Japan Economic Partnership Agreement (VJEPA)   | Vietnam, Japan  |
| Vietnam - Eurasian Economic Union FTA (VN-EAEU FTA)  | Vietnam, Armenia, Belarus, Kazakhstan, Kyrgyzstan and Russia  |
| Vietnam - European Union FTA (EVFTA)   | Vietnam, 27 EU member states  |
| *Goods exported from Vietnam to the EU are still entitled to GSP benefits until 31 December 2022 |   |
| Regional Comprehensive Economic Partnership (RCEP) (**)  | 10 ASEAN member countries and Australia, China Mainland, Japan, Korea Republic, and New Zealand                             |
| Vietnam - UK FTA (UKVFTA) (***)  | Vietnam, the United Kingdom   |

# VIET NAM'S ADVANTAGE FOR CANADIAN COMPANIES UNDER CPTPP

**1. Market Access:** The CPTPP provides significant market access gains for Canadian exporters, especially in markets where Canada previously faced high tariffs, such as Vietnam. It establishes duty-free access for trade in goods between Canada and Vietnam, eliminating tariffs for key Canadian exports.

**2. Investment Protections:** The CPTPP allows Canadian companies to invest with greater confidence in Vietnam, offering them protections from unfair and discriminatory treatment, as well as greater predictability and transparency.

**3. Trade Growth:** Vietnam has been Canada's largest trading partner in the Association of Southeast Asian Nations (ASEAN) region since 2015. The CPTPP has brought about impressive trade outcomes between Vietnam and Canada since the agreement came into effect.

**4. Tariff Elimination:** The CPTPP benefits Canadian corporations by eliminating tariffs on **99% of current Canadian exports** to other member nations in the agreement. This includes a wide range of products such as beef, pork, canola, ice wine, whisky, lobster, salmon, fish fillets, carton boxes, packing containers, and newsprint.

**5. Increased Competitiveness:** The terms and conditions outlined in the CPTPP create a framework for trade that enables greater market access between member states. This has stimulated Canadian foreign business activities, making Canadian companies more competitive at home and in the international marketplace.



# LOGISTICS

## **Logistics:**

road expanding, more than 10 seaports along the country's side, among them 3 are ranked in the World's top 100 international commodity seaports list (HCM, Cai Mep, Hai Phong sea ports) (Lloyd's maritime magazine 2022 list)

## **Export to Canada:**

Transport by sea to 4 main Canadian seaports via Singapore, 39-45 days, at the cost of USD 2500/3500 per 20'/40' container

## **Main Ports in Vietnam**

Vietnam has a coastline of 3,444 km and several ports lining the coastline. The major ports in Vietnam include:

- Hai Phong Port: One of the largest and most important seaports of Northern Vietnam.
- Vung Tau Port: A port cluster with 4 areas serving the needs of oil and gas trading and trading in the Southeast region of Vietnam.
- Van Phong Port: Located close to international routes with the shortest distance across the Pacific compared to Hong Kong and Singapore.
- Quy Nhon Port: Another major port in Vietnam.
- Saigon Port: There is inland waterway navigation into Cambodia from this port.

# TAXES IN VIETNAM

| Classification     | Taxes  |
|--------------------|--|
| <b>Major taxes</b> | Corporate Income Tax (CIT)<br>Value Added Tax (VAT)<br>Foreign Contractor Withholding Tax (FCWT)<br>Personal Income Tax (PIT)                  |
| <b>Other taxes</b> | Special Sales Taxes (SST)<br>Natural Resources Tax<br>Environment Protection Tax (EPT)<br>Business License Fee (BLF)<br>and a number of others |

**Vietnam has a progressive tax system. Here are some key points:**

- Tax residents are subject to Vietnamese personal income tax (PIT) on their worldwide taxable income.
- Employment income is taxed on a progressive tax rates basis.
- Non-employment income is taxed at a variety of different rates.
- Non-residents are subject to PIT at a flat tax rate on the income received as a result of working in Vietnam/on Vietnam-related income in the tax year, and at various other rates on their non-employment income.

# DOUBLE TAXATION AVOIDANCE FOR CANADIAN COMPANIES

Vietnam has signed 80 DTAs with jurisdictions that provide relief from double taxation. The table below indicates jurisdictions that Vietnam has signed a DTA with.



|                   |               |             |                      |
|-------------------|---------------|-------------|----------------------|
| Algeria*          | Germany       | Malaysia    | Saudi Arabia         |
| Australia         | Hong Kong     | Malta       | Serbia               |
| Austria           | Hungary       | Mongolia    | Seychelles           |
| Azerbaijan        | Iceland       | Morocco     | Singapore            |
| Bangladesh        | India         | Mozambique  | Slovakia             |
| Belarus           | Indonesia     | Myanmar     | Spain                |
| Belgium**         | Iran          | Netherlands | Sri Lanka            |
| Brunei Darussalam | Ireland       | New Zealand | Sweden               |
| Bulgaria          | Israel        | Norway      | Switzerland          |
| Cambodia          | Italy         | Oman        | Taiwan               |
| Canada            | Japan         | Pakistan    | Thailand             |
| China Mainland    | Kazakhstan    | Palestine   | Tunisia              |
| Croatia           | North Korea   | Panama      | Turkey               |
| Cuba              | South Korea** | Philippines | Ukraine              |
| Czech Republic    | Kuwait        | Poland      | United Arab Emirates |
| Denmark           | Laos          | Portugal    | United Kingdom       |
| Egypt*            | Latvia        | Qatar       | United States*       |
| Estonia           | Luxembourg    | Romania     | Uruguay              |
| Finland           | Macau         | Russia      | Uzbekistan           |
| France            | Macedonia*    | San Marino  | Venezuela            |

(\*) These DTAs are not yet in force

(\*\*) The protocols amending these DTAs are not yet effective

# MARKET OVERVIEW

## Residential construction

Market Size (2022)      \$87.7 Billion

AAGR (2024-2027)      >6%

Key Contractors

- Hyundai Engineering & Construction Co Ltd
- Hoa Binh Construction Group
- Civil Engineering Construction Corporation No. 4 Ltd
- Coteccons Group
- Vietnam National Oil and Gas Group

The project types in this sector include single-family housing and multi-family housing. The market growth will be supported by the government's plans to build affordable housing for middle- and low-income families.

Hanoi People's Committee issued a decision approving the outline for devising the capital's housing development program for 2021-2030, with a vision toward 2040.





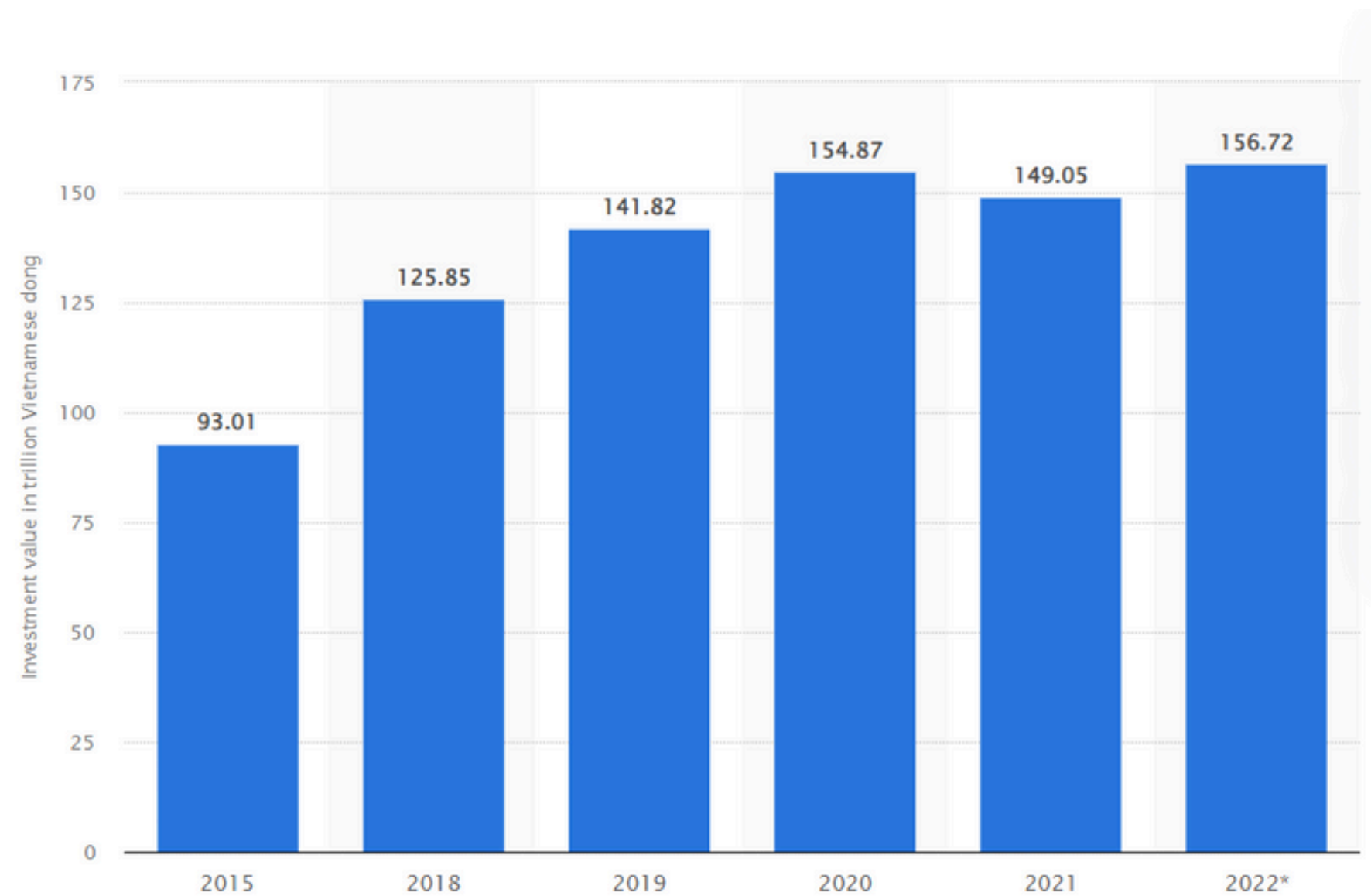
# Market news

|          |   |
|----------|---|
| <b>1</b> | Vietnam has risen to prominence as the most recent East Asian growth engine, attracting the attention of international investors. It is in the midst of a transformation. The government's economic reforms transformed the country into one of the world's fastest-growing economies.                                  |
| <b>2</b> | Vietnam's competitive advantage will continue to increase as work progresses on major infrastructure projects aimed at improving logistics in the country.  |
| <b>3</b> | Another 278 projects, including 276,000 units with a total area of 13.8 million square meters, are under development. In the year 2022, some real estate developers planned to build apartments worth VND 1 billion (approximately USD 44,150) per unit, increasing hopes of quenching the need for affordable housing. |
| <b>4</b> | The first nine months of 2022 saw the highest growth in GDP in a decade, an increase of 8.83% over the same time in 2017. This demonstrates that Vietnam continues to be one of the Asia Pacific markets with the greatest prospects for investment.  |

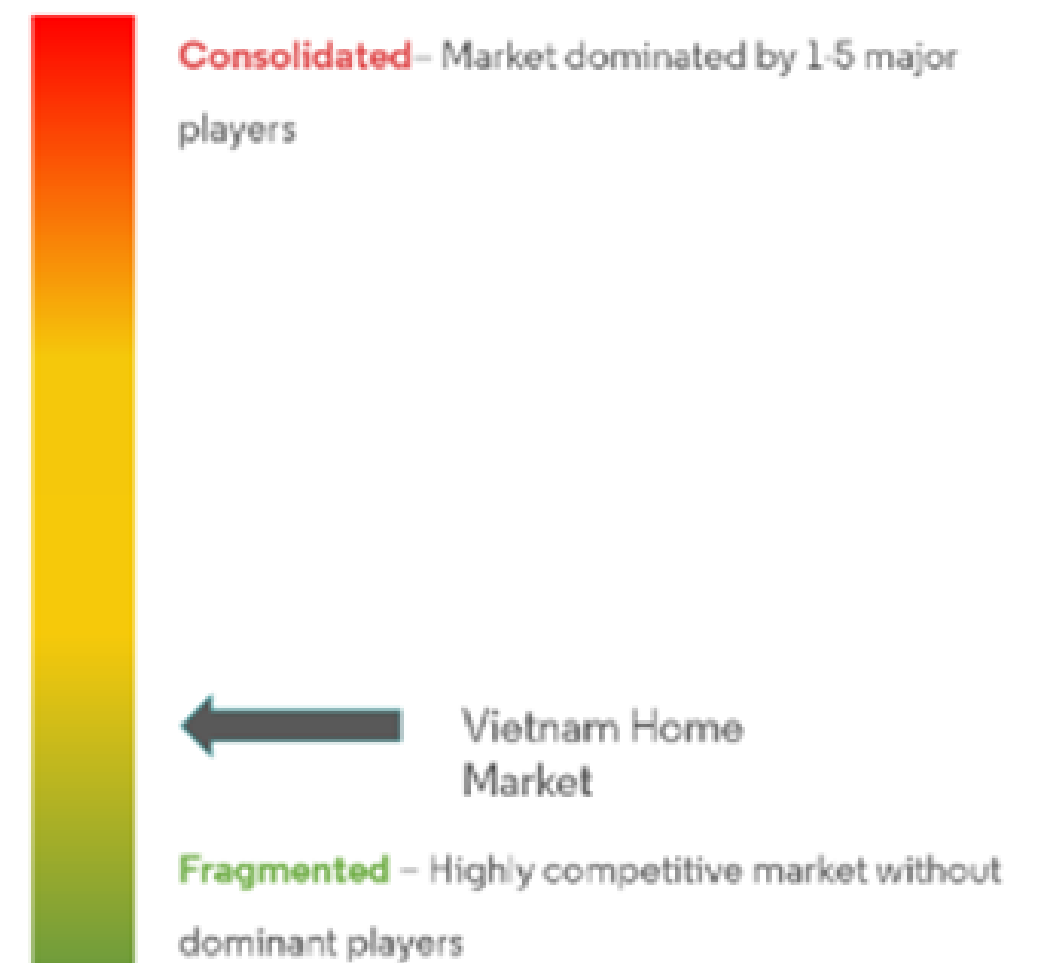
# Total value of investment in the construction sector in Vietnam (in trillion Vietnamese dong)

Survey time period

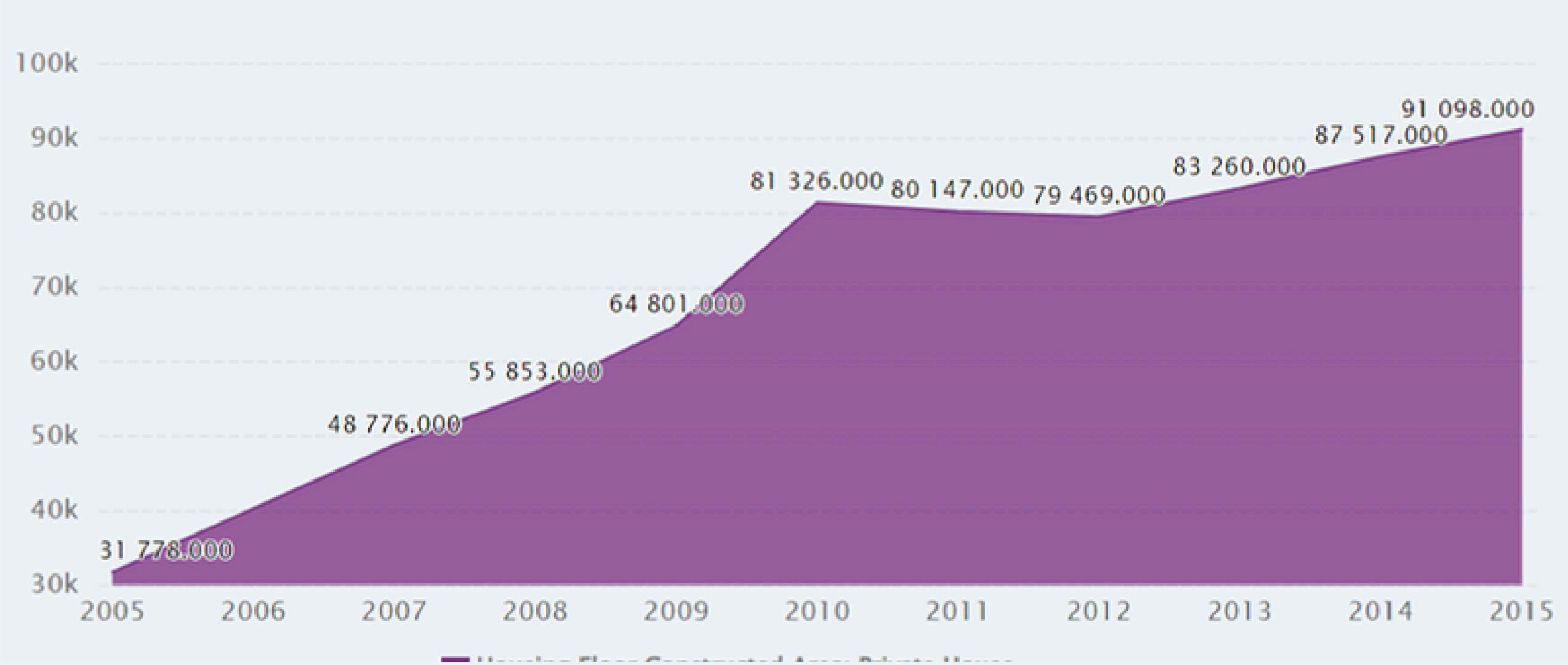
## 2015-2022



### Market Concentration



### Vietnam's Housing Floor Constructed Area: Private House from 2005 to 2015



State Investment in Infrastructure, USD Billion, Vietnam, 2018-2021



Source: Industry Data



Number of Residential Units Supply by City, In Units, Vietnam, Q2 -2021



About **US\$15.4 billion** in foreign investment was attracted to Vietnam in the first nine months of 2022, an increase of **16.2%** over the same time in 2021. With over **US\$3.5 billion** received, real estate investment continues to place second among sectors attracting the most foreign direct investment, accounting for 18,7% of the total investment.

Public investment increase by **VND 140,000 billion in 2023**



# GOALS

## of the trade mission

### Business-to-Business (B2B) Goals:

- **Facilitate Networking:** Create opportunities for businesses to connect with international counterparts through B2B meetings, networking events, and business conferences.
  - **Promote Collaboration:** Encourage collaboration and partnerships between Vietnamese companies and foreign enterprises to explore joint ventures, technology transfer, and mutually beneficial business ventures.
  - **Expand Market Access:** Help Vietnamese/ foreign businesses gain access to new markets by connecting them with international buyers, distributors, and potential partners.
- 

### Market Expansion:

- **Explore New Markets:** Identify and explore new markets for Vietnamese products and services by assessing the demand and competitiveness in various industries.
  - **Promote Vietnamese Exports:** Showcase the strengths and capabilities of Vietnamese industries to international partners, encouraging the export of goods and services.
- 

### Industry-Specific Goals:

- **Focus on Key Industries:** Tailor the trade mission goals to focus on specific industries where Vietnam has a competitive advantage, such as technology, manufacturing, agriculture, or services.
  - **Promote Innovation:** Encourage collaboration and innovation in industries that can benefit from technological advancements and new business models.
- 

### Cultural Exchange and Diplomacy:

**Build Cultural Bridges:** Promote cultural understanding and diplomatic ties between Vietnam and participating countries to create a conducive environment for trade and cooperation

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# Our Services



## Recruitment

Talent Acquisition,  
International Workforce Development



## Business Opportunity Generator

Facilitate Networking, Promote  
Collaboration, Expand Market  
Access



## Sourcing

Facilitate Trade Agreements  
Enhance Supply Chain Efficiency  
Promote Export Opportunities

# VIETBUILD HANOI 2024

## International Exhibition

- Date: **27/11 - 1/12/2024**
- Venue: Trung tâm Triển lãm Kiến trúc Quy hoạch Xây dựng Quốc gia (NECC) - No. 01 Do Duc Duc Street, Me Tri Ward, Nam Tu Liem District, Hanoi
- Annual exhibition of the Construction Industry organized by the Ministry of Construction of Vietnam in coordination with the City People's Committee Hanoi, City People's Committee Ho Chi Minh, City People's Committee Da Nang and organizations in major cities throughout the country.
- Frequency: 10 times/year
- Official website: <https://vietbuildexhibition.com.vn/>
- Size: 1500 booths

# PRODUCTS

1. CONSTRUCTION: Introducing potential, achievements of organizations, enterprises specialized in building operation, testing quality of construction, production and supply of technological equipment in the fields of industrial construction, civil construction, construction of irrigation, construction machinery mechanics. Team of engineers, architects, etc.

## 2. CONSULTING & ARCHITECTURE DESIGN

- Introducing of potentials and collaboration capabilities of the organizations and enterprises in the fields of: Building design consulting, architectural design, interior and exterior design.
- Consulting testing on quality of construction, consulting certification of construction quality.
- Consulting expertise for quality of building materials, construction consultancy for national technical standards, testing criteria for building materials and norms of materials, manuals, etc.
- Consulting design and building with materials for green building. sustainable development based on international standards.

## 3. REAL ESTATE.

- Introducing investment projects on construction of industrial real estate, tourism real estate, commercial real estate of provinces, cities and localities throughout the country and multi - national corporations.
- Introducing industrial parks, residential areas, office buildings, resorts, tourist, hotels, etc.
- Real estate trading floors. Social housing, commercial housing, affordable housing program in Products for sustainable house, intelligent houses, etc. Companies in the fields of Finance, Credit, Banking, etc invest on construction, real estate

# PRODUCTS

## 4. BUILDING MATERIALS

- Products in the fields of building materials including cement, iron & steel, concrete beams, brick, ceramics, tiles, colored proof tiles, paint and sealers, industrial colorings, construction chemicals, drainage system, solar heater, construction plastic, insulation, construction glass, tole, and roofing. structural steel, scaffold, etc.
- Many types of building materials manufacturing equipment & machine.
- Products, technology and equipment in field of renewable energy, energy saving, friendly & environmental protection.

## 5. INTERIOR & EXTERIOR DECORATION

- Fire security systems, internet system, electric system, fire alarm, burglar alarm, camera, safety cabinet, lock of all kinds, etc.
- Decorative products include furniture, refrigeration equipment, lighting, door and window, curtain, mobilized partition, fan, kitchen equipment, sanitary ware, ceramics, flooring, carpet, handicraft, art, painting, sculpture, wallpaper, swimming pool, salon, art design and architecture book, etc
- Many types of machines & technology in manufacturing interior - exterior decorative products.
- Introducing potential in construction investment cooperation between Vietnam and other countries

Domestic and foreign businesses  
Construction contractors  
Engineers  
Architects

# VISITORS



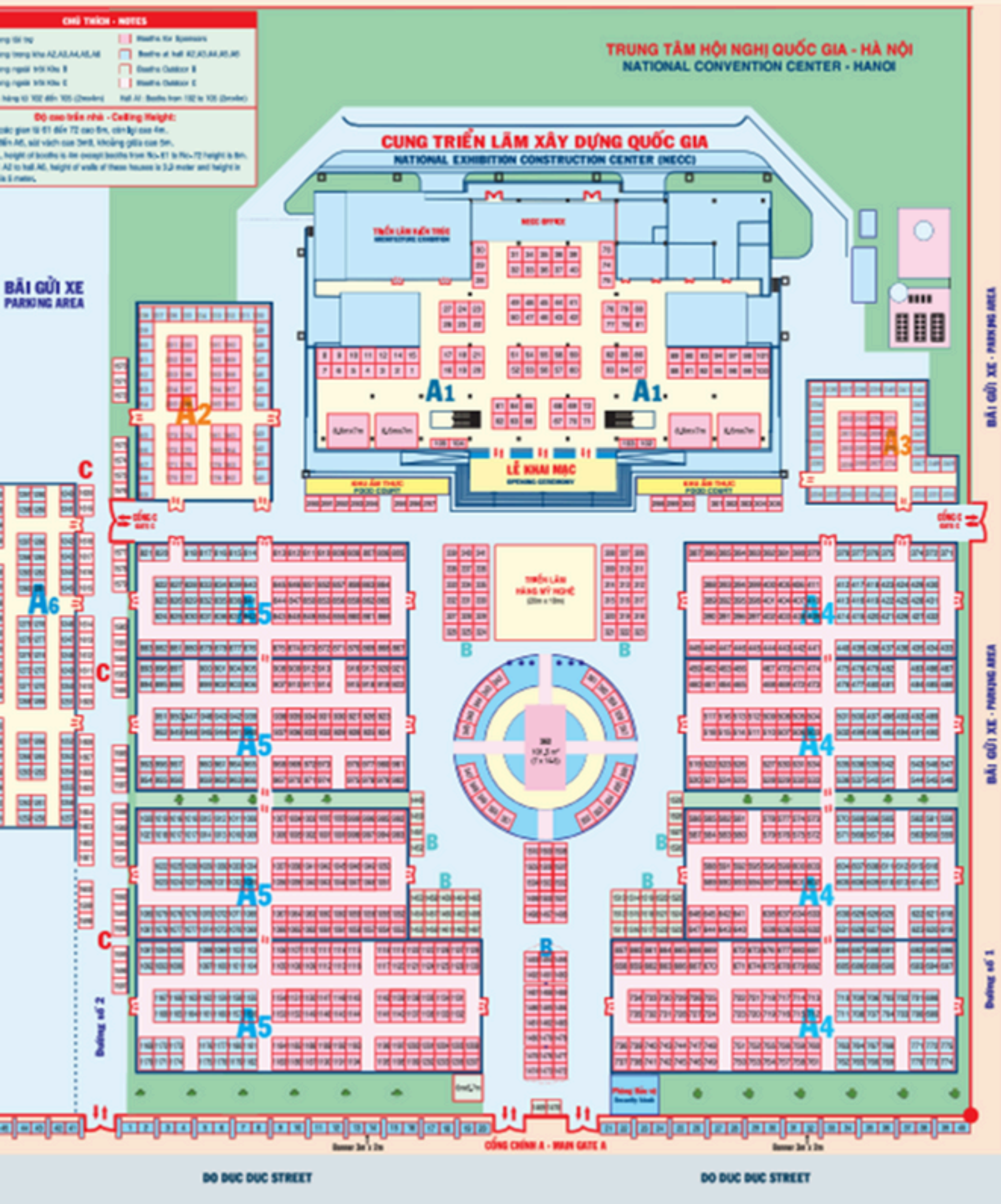
# 2023 March overview

Date: 15-19/3/2023

|                                    |  |           |
|------------------------------------|--|-----------|
| No of booths                       |  | 1500      |
| No of booths of foreign exhibitors |  | 172       |
| Total exhibitors                   |  | 351       |
| No of exhibitors                   | domestic   | 339       |
|                                    | foreign  | 12        |
| No of visitors (5 days)            | total  | >250000   |
| Result of transaction              | Total value of contracts signed during the show time | 1000B VND |

No of exhibitors

Construction - construction materials: 105  
Interior design - furniture: 68  
Electrical equipment - doors - door accessories: 61  
Others: 117



### I - Booking Vacant Space

The Organizer transfer bare space to enterprises, and enterprises will design and build up the booths by themselves.

| Vacant Space                         | Unit price  |
|--------------------------------------|---|
| In Hall A2, A3                       | 90 USD/m <sup>2</sup>   |
| In Hall A4, A5                       | 100 USD/m <sup>2</sup>  |
| Outdoors - B Area                    | 80 USD/m <sup>2</sup>   |
| At the Sponsor area<br>(pink booths) | 14,000 USD/54m <sup>2</sup><br>10,000 USD/36m <sup>2</sup><br>(*referred to the sponsor document) |

\* Enterprises booking vacant space must pay the managing fee, USD 2.7 per 1 square meter, for guarding, cleaning and electric power during the installation time.

\* The price does not include electricity, water, furniture like table, chair, carpet, etc.

\* The price includes VAT.

### II - Booking Standard Booth

The Organizer build up the booths and transfer to enterprises. Enterprises only need to deliver samples and goods to the booth for simple decoration and display.

**Standard Booth (9 Square Meters)** includes aluminum frame, 01 desk, 02 chairs, 02 fluorescent lights, 01 socket plug 220V/5Amp, carpet, and fascia name board.

Please see the pictures of standard booths attached.

| STANDARD BOOTH<br>(3mx3m =9m <sup>2</sup> ) | Unit price     |
|---|----------------|
| In Hall A2, A3                              | 900 USD/booth  |
| In Hall A4, A5                              | 1000 USD/booth |
| Outdoors - B Area                           | 800 USD/booth  |

\* The price isn't applied for the Sponsor Area, which is in pink as shown the floor plan.

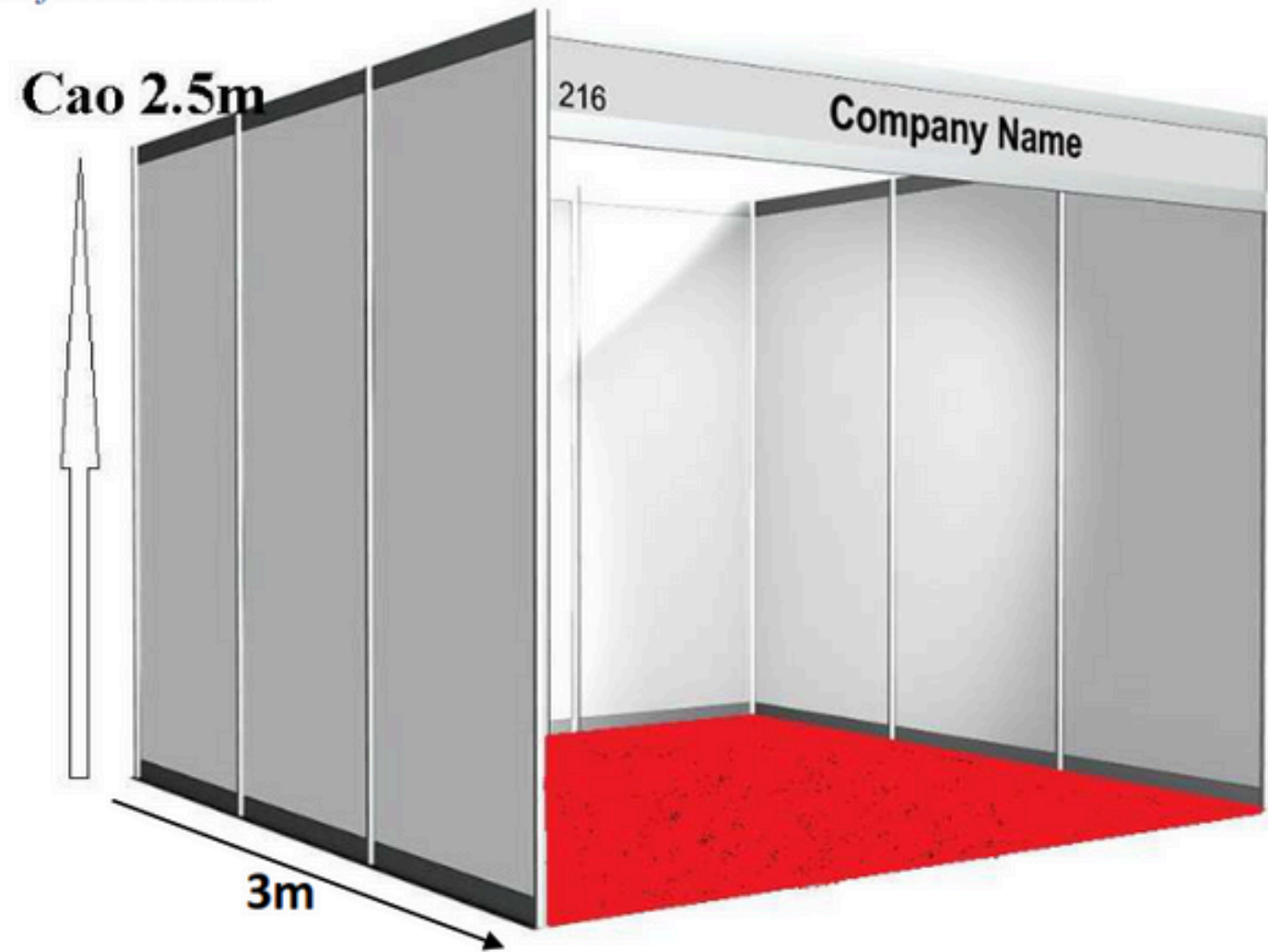
\* The price includes VAT.



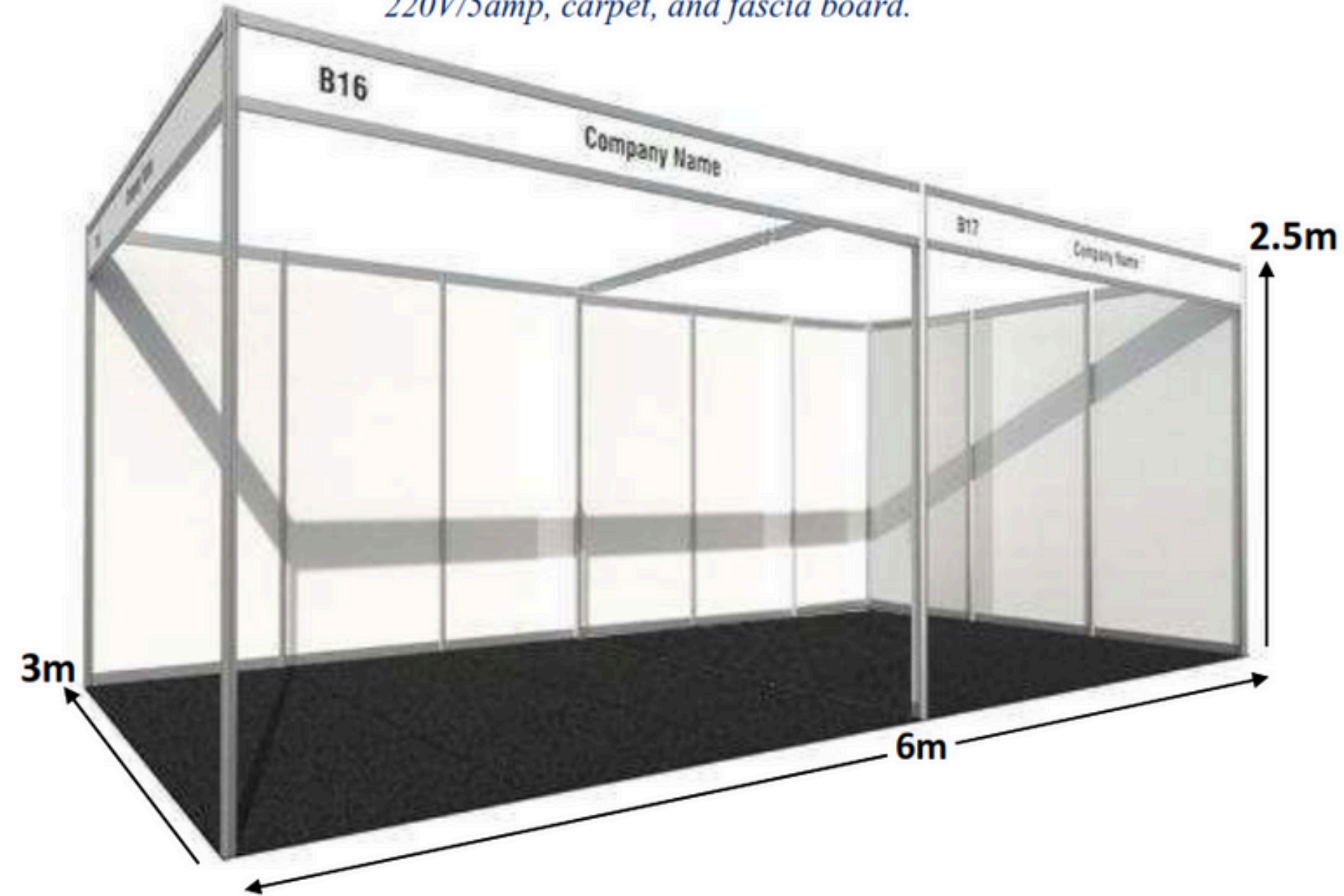
### Picture Of Standard Booths

**STANDARD BOOTH:** 9 square meters (3mL x 3mW x 2.5mH) includes aluminum frame,

01 information counter, 02 chairs, 02 fluorescent lights 1.2m L, 01 socket plug 220V/5amp, carpet, and fascia board.



**DOUBLE BOOTH:** 18 square meters (3m x 6m x 2.5mH) includes aluminum frame, 02 information counters, 04 chairs, 04 fluorescent lights 1.2m L, 01 socket plug 220V/5amp, carpet, and fascia board.



# TENTATIVE AGENDA

\*May include potential site visit, contingent on time available.

|                   | <b>Morning</b>   | <b>Afternoon</b> | <b>Night</b>                         |
|-------------------|--|------------------|--------------------------------------|
| Day 1 - 26/11 Tue | Arrival - check in hotel                               | Free time        | Kick off event with GE               |
| Day 2 - 27/11 Wed | Trade show   |                  | Free time                            |
| Day 3 - 28/11 Thu | Trade show   |                  | Free time                            |
| Day 4 - 29/11 Fri | Trade show   |                  | Free time                            |
| Day 5 - 30/11 Sat | Visit to a renovation center                           |                  | Free time                            |
| Day 6 - 1/12 Sun  | B2B meeting & workshop<br>Industrial visits in Ha Long |                  | Free time                            |
| Day 7 - 2/12 Mon  | B2B meeting & workshop<br>Industrial visits            |                  | Closing event - Protocol<br>cocktail |
| Day 8 - 3/12 Tue  | Check out - Departure                                  |                  |                                      |

# ASSOCIATIONS

## **Vietnam Engineering Consultant Association**

<https://vecas.org.vn/vi/>

VECAS is an organization under Vietnam Ministry of Construction; an official member of the International Federation of Consulting Engineers (FIDIC) in 1997; Technical Consulting Development Organization Asia-Pacific (TCDPAP) in 1998; Asia-Pacific Association (ASPAC) in 2001; Southeast Asia Association of Consulting Engineers (FACE) 2007.

## **Vietnam Construction Association**

<https://hoixaydunghanoi.org.vn/>

Hanoi Construction Association was officially established in 1983 of the approval of Vietnam Construction Science and Technology Association and Hanoi People's Committee. Hanoi Construction Association is a member of the Vietnam General Construction Association, and is also a member of the Hanoi Union of Science and Technology Associations.



# FLIGHTS & ACCOMMODATION



## Option 1 Silk Path Hotel

195-199 Hang Bong Street, Hoan Kiem, Hanoi, Vietnam  
Located in Old Quarter of Hanoi

 Very good breakfast

 2 restaurants

 Airport shuttle


 Free WiFi

 Balcony

 Private bathroom

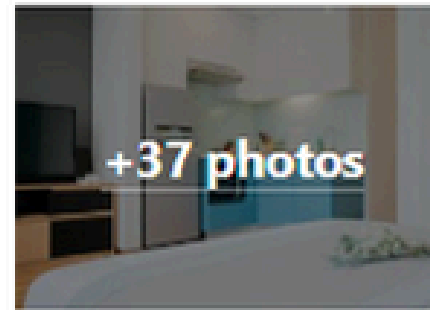
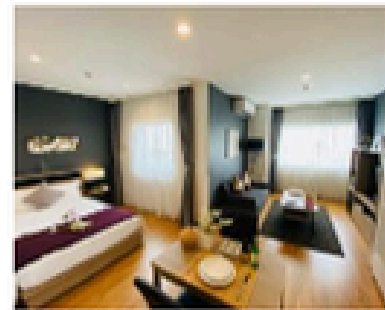
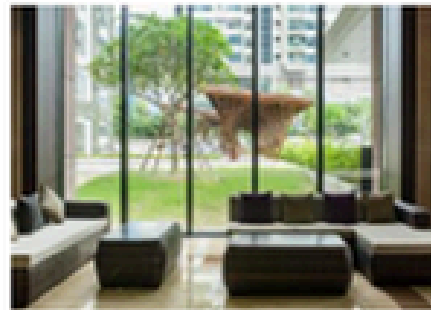
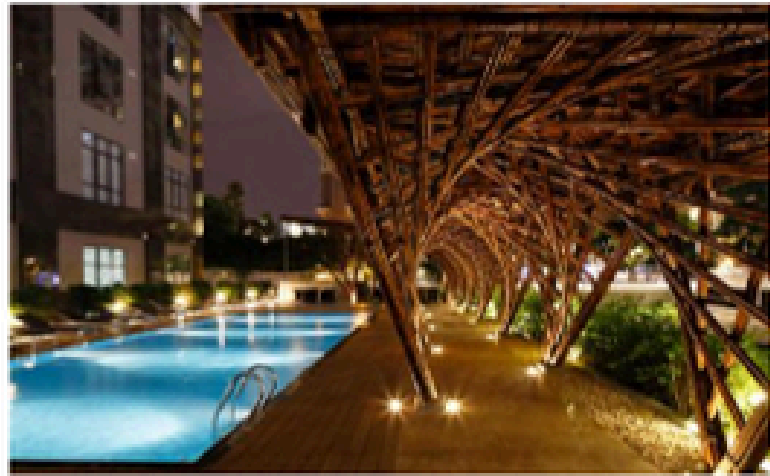
 Hot tub

 Bath

 Non-smoking rooms

 View

# FLIGHTS & ACCOMMODATION



## Option 1 Roygent Parks Hanoi

289 Khat Duy Tien, Thanh Xuan, Hanoi, Vietnam

| Accommodation Type   | Number of guests | Today's price                                | Your choices   |
|--|------------------|--|--|
| <b>Standard Double Room</b><br>1 large double bed<br>28 m <sup>2</sup> Air conditioning<br>Free WiFi<br>✓ Free toiletries ✓ Bathrobe<br>✓ Seating Area ✓ Hairdryer<br>✓ Cable channels |                  | <b>US\$86</b><br>Includes taxes and charges  | Fabulous breakfast included<br>✓ Free cancellation before 9 June 2024<br>✓ No prepayment needed – pay at the property  |
|  |                  | <b>US\$122</b><br>Includes taxes and charges | Fabulous breakfast included<br>✓ Free cancellation before 11 June 2024<br>✓ No prepayment needed – pay at the property |
|  |                  | <b>US\$77</b><br>Includes taxes and charges  | Fabulous breakfast included<br>✓ Free cancellation before 9 June 2024<br>✓ No prepayment needed – pay at the property  |
|  |                  | <b>US\$110</b><br>Includes taxes and charges | Fabulous breakfast included<br>✓ Free cancellation before 11 June 2024<br>✓ No prepayment needed – pay at the property |

Fabulous breakfast

Free on-site parking

Restaurant

Outdoor swimming pool

Free WiFi

Private bathroom

Non-smoking rooms

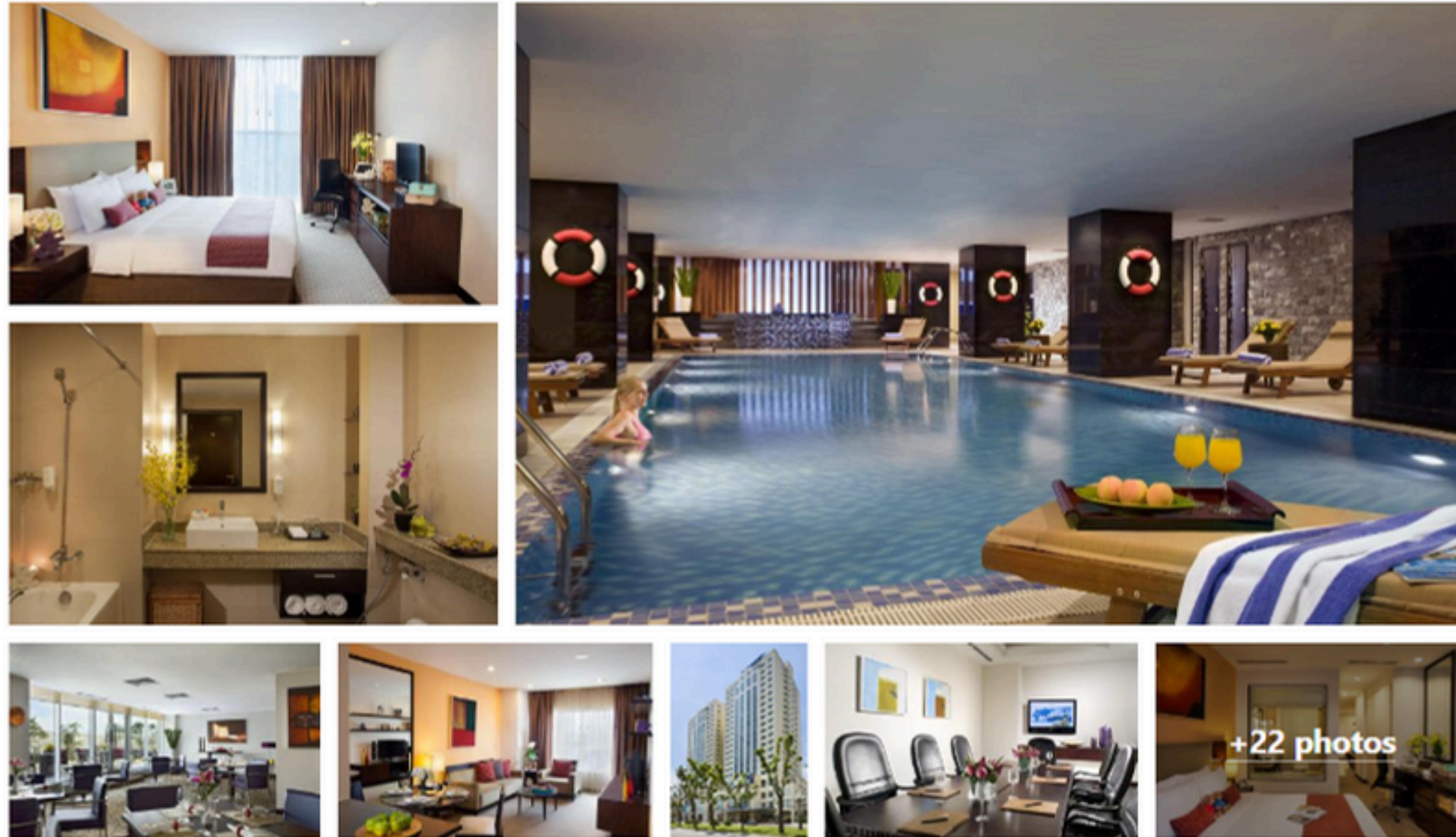
Room service

Family rooms

Fitness centre



# FLIGHTS & ACCOMMODATION



## Option 3 Smarana Hanoi Heritage

Số 5, Ngõ 82/1 Dịch Vọng Hậu, Cau Giay, Hanoi, Vietnam

|      |  |  |
|------|--|--|
| +  ⓘ | <p><del>US\$209</del><br/><b>US\$157</b> ⓘ</p> <p>Includes taxes and charges</p> <p>25% off<br/>Getaway Deal</p> | <p> Exceptional breakfast included ⓘ</p> <p>✓ Free cancellation before 5 June 2024</p> <p> Free stay for your child</p>  |
| +  ⓘ | <p><del>US\$199</del><br/><b>US\$149</b> ⓘ</p> <p>Includes taxes and charges</p> <p>25% off<br/>Getaway Deal</p> | <p> Exceptional breakfast included ⓘ</p> <p>✓ Flexible to reschedule if plans change</p> <ul style="list-style-type: none"> <li>• Non-refundable</li> </ul> <p> Free stay for your child</p> |
| +  ⓘ | <p><del>US\$181</del><br/><b>US\$136</b> ⓘ</p> <p>Includes taxes and charges</p> <p>25% off<br/>Getaway Deal</p> | <p> Exceptional breakfast included ⓘ</p> <p>✓ Flexible to reschedule if plans change</p> <ul style="list-style-type: none"> <li>• Non-refundable</li> </ul> <p> Free stay for your child</p> |

- Exceptional breakfast
- Restaurant
- Spa and wellness centre
- Airport shuttle
- Balcony
- Private bathroom
- Free WiFi
- View
- Bath
- Non-smoking rooms

# REGISTRATION

Documents required

1. Company profile <https://forms.gle/kSFEHW5smxoMNDTZA>
2. Business registration
3. Delegation information

# REGISTRATION DEADLINE

15/3/2024

# VIETNAM VISA

## Requirements for Vietnam visa

- Have a valid passport issued by the competent authority of the country of which the person is a citizen and the passport is valid for at least 6 months from the date of entry;
- Have a round-trip transportation ticket or go to another country;“
- APEC Business Travel Card (ABTC) holders with valid passports are exempt from visa entry and stay in Vietnam for up to 60 days.

## List of Unilateral visa exemption countries:

1. Russia
2. Japan
3. Korea
4. Norway
5. Finland
6. Denmark
7. Sweden
8. United Kingdom
9. France
10. Germany
11. Spain
12. Italy
13. Belarus
14. Kazakhstan



# PROGRAM FRAMEWORK

|                           | Feb-March | April | May |
|---------------------------|-----------|-------|-----|
| Promotion                 | x         | x     |     |
| Agenda RSC                | x         |       |     |
| Finalize concept of event | x         |       |     |
| Visa application          |           | x     |     |



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