

VIETNAM'S EXPORT/IMPORT AND BUSINESS OPPORTUNITIES



LE MINH DUC

HEAD OF TRADE OFFICE OF VIETNAM IN VIENNA

MAIN CONTENT

- VIETNAM'S BUSINESS ENVIRONMENT
- EXPORT AND IMPORT OVERVIEW
- BUSINESS OPPORTUNITIES

ABOUT VIETNAM



Land Area: 331,690 km²
Population: 90 million
GDP: 176 Billion USD
Income per capita: 1,955 USD
Inflation: 6,6%
Public debt: 56% GDP

The country is located in the region of most dynamic economical activities

ECONOMY OF TRANSITION

- shifting from centrally-plan economy to market economy
- Economy Restructuring toward industrialization
- Green growth

VIETNAM'S INTEGRATION



- 1995 : ASEAN member**
- AFTA**
- 1998: APEC**
- 2007: WTO**
- Now negotiating:**
 - EVFTA**
 - TPP**
 - RCEP**
 - CU with R-K-B**
- 2015: ASEAN community**

BUSINESS ENVIRONMENT

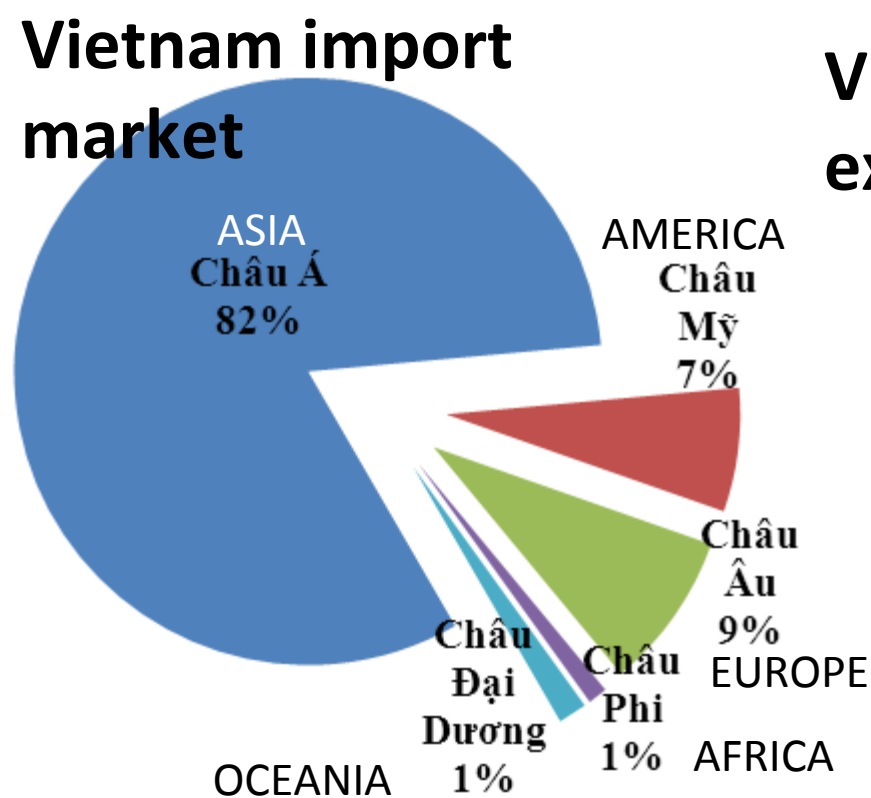
- Stable socio –political environment
- Policy environment has been changed in conformity with int. practice and toward trade facilitation

VIETNAM'S EXPORT AND IMPORT OVERVIEW

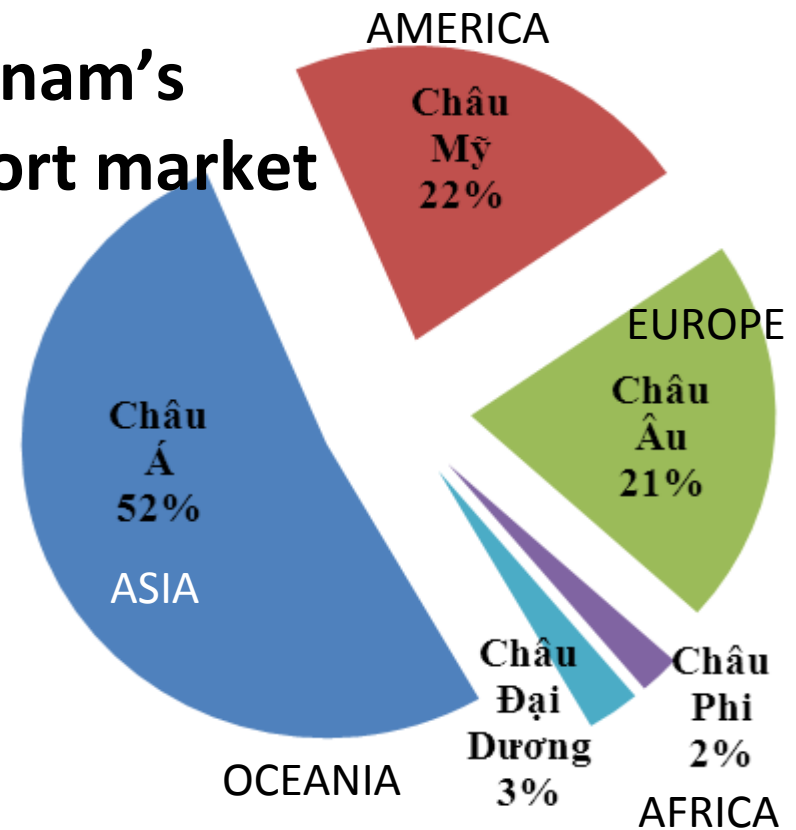


FOREIGN TRADE MARKET OF VIETNAM

Vietnam import market



Vietnam's export market



- Total export/import : 264 Billion USD
- Export – 132.13 Billion

VIETNAM TRADE RELATION

Size of market with its values	Export		Import	
	Market	Trade revenues	Market	Trade revenues
> 5 billion USD	4	57,36	7	95,93
1-5 billion USD	23	60,60	10	19,91
0.500 -1 billion USD	3	2,56	11	8,00
100-500 million USD	35	8,10	24	5,60
<100 million	164	3,51	184	2,69

Vietnam has trade relation with 240 countries and territories

EU TRADE MARKET

Unit: million USD

	2012	2013	CHANGE %
EXPORT	20.320,82	24.330,29	19,84%
IMPORT	8.791,34	9.452,25	7,52%
TOTAL TRADE REVERNUE	29.094,16	33.782,54	16,11%

10 LEADING MARKET FOR VIETNAM'S EXPORT

COUNTRY	2 MONTHS 2014	TOTAL 2013
1.GERMANY	834	4,730
2.UK	580	3,699
3.NETHERLAND	443	2,937
4.FRANCE	383	2,206
5.SPAIN	384	2,113
6.ITALIA	340	2,293
7.AUSTRIA	285	1,905
8.BELGIUM	269	1,325
9.SWEDEN	113	907
10.POLAND	72	349

EU 27

UNIT: MILLION USD

VIETNAM EXPORT TO EU

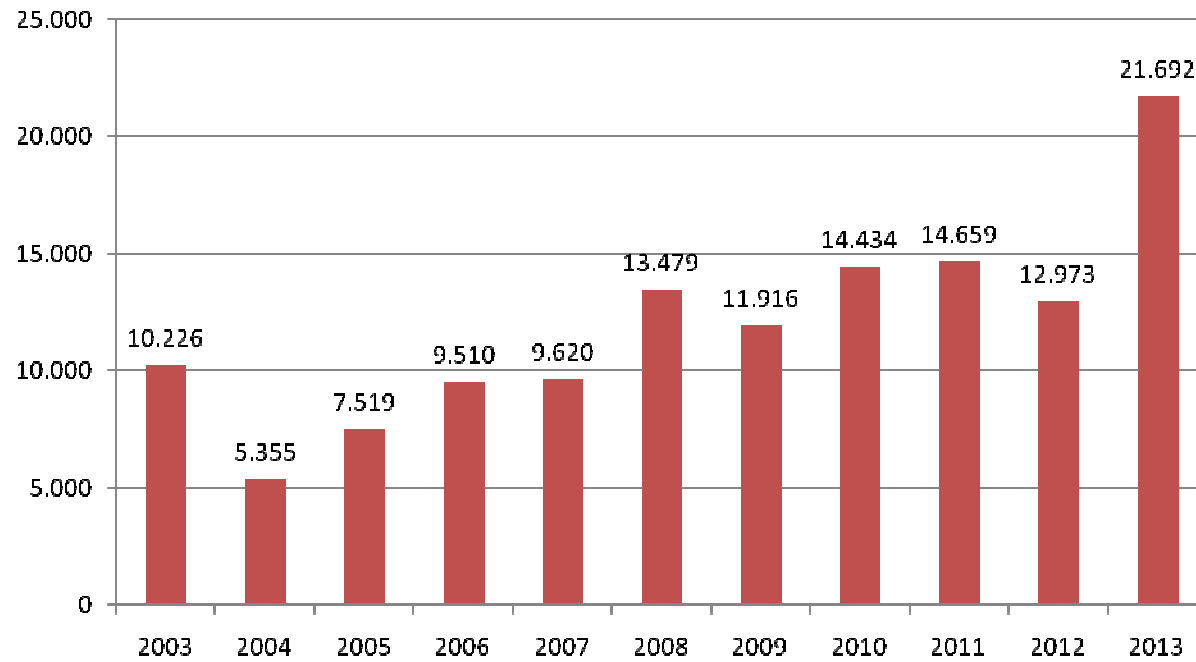
• Major commodities	Values (Million USD)
1. Foot wares	2,900
2. Textile and Garment	2,600
3. Telephone and spare part	8,070
4. Coffee	1,060
5. Sea food	1,100
6. Computer and spare part	2,200
7. Wooden products	0,600

VIETNAM IMPORT FROM EU

• Major commodities from EU	Values (Million USD)
1. Machine and equipment	2,200
2. Pharmaceutical	0,898
3. Dairy and milk	0,263
4. Chemicals	0,356
5. Vehicle	1,160

VIETNAM-SLOVENIA'S TRADE RELATION

VIETNAM-SLOVENIA EXPORT AND IMPORT



- UNIT: 1000 USD

MAJOR PRODUCTS IN TRADE OF VIETNAM-SLOVENIA

EXPORT			IMPORT		
	CODE	GROUP OF PRODUCTS		CODE	GROUP OF PRODUCTS
1	3824	Prepared binders for foundry moduls	1	7312	Stranded wire, ropes
2	8501	Electric motors and generators	2	6404	Footwear, with outer soles of rubber
3	7326	Other articles of Iron steel	3	0304	Fish fillets
4	3004	Medicaments, for retail sale	4	0901	Coffee
5	4810	Paper and paperboard	5	6402	Waterproof footwear
6	9002	Optical elements, of any material	6	4001	Natural rubber
7	8410	Hydraulic turbines, water wheels	7	9401	Seats (other than those of 9420)
8	1901	Malt extract, preparations of flour	8	4013	Inner tubes, of rubber
9	8705	Special purpose motor vehicles	9	6403	Footwear with uppers of leather
10	3816	Refractory cement	10	9603	Brooms, brushes

BUSINESS OPPORTUNITIES



WE ARE WIN - WIN

OPPORTUNITIES TO NEW MARKET

- TPP
- RCEP
- ASEAN economic community (AEC)
- EVFTA
- RKB CUSTOMS UNION

INVESTMENT OPPORTUNITIES

- Export production
- Supporting industries with connection to Global Value chain
- High technology
- Renewable energy and energy conservation
- Agriculture of high tech
- Logistic and tourism

OPPORTUNITIES FOR TRADE OF TWO COUNTRIES

- Textile and garment
- Leather and footwear
- Seafood
- Agri- products
- Rubber
- Wooden products
- Ceramic and porcelain

Agri-products
Medicament
Electric motors
Paper
Optical elements
Malt extract
cement

CONCLUSION

- You know better than other about opportunities and benefits
- We are as governmental Officials happy to support any idea of doing business in Vietnam and Slovenia
- Wish trade relation between Vietnam and Slovenia increasingly developed for mutual benefits