

TRADE OFFICE
VIETNAM EMBASSY IN
NEW ZEALAND (VTO)



NEWSLETTER, NUMBER 06- NOVEMBER 2015

DOING BUSINESS IN
THE YEAR OF 40th
ANNIVERSARY
DIPLOMATIC
RELATIONSHIP
BETWEEN
VIET NAM &
NEW ZEALAND,
2015

FOCUS

PRIME MINISTER JOHN KEY VISITED VIETNAM

The visit to Vietnam this time of New Zealand Prime Minister John Key to discuss measures to promote comprehensive cooperation Vietnam-New Zealand, especially in such areas as trade, investment, agriculture, airline connections in the context of a series of major commercial agreements are concluded negotiations and formal ASEAN Community is established. The two sides also exchanged views on strengthening cooperation and mutual support in the forums and international organizations

“New Zealand and Viet Nam launched a new era in bilateral relations today which will see increased cooperation and trade between our two countries” Prime Minister John Key said.

Mr Key and Viet Nam Prime Minister Nguyen Tan Dung made a series of significant announcements in areas including aviation, development and education following their meeting in Hanoi, 15 November. The announcements were made during a two-day official visit by Prime Minister Key to Viet Nam include:

An agreement to invest over \$14m in new development initiatives in Viet Nam, including a food safety project, the expansion of a successful dam safety pilot, and an enhanced scholarship and short-term training scheme

A Strategic Engagement Plan for Education to maximise links in international education, alumni and education policy.

Two other bilateral cooperation arrangements – in healthcare and aviation – which will see New Zealand expertise contribute to Vietnamese government institutions

“These initiatives will greatly strengthen what is an increasingly important relationship for both our countries.”

In 13th. November, Prime Minister and Minister of Tourism John Key has welcomed announcement by Air New Zealand that it will fly direct between Auckland and Ho Chi Minh City on Closer air connections between NZ and Viet Nam

The service will begin in 2016, flying three times a week on a seasonal basis between June and October.

“Air New Zealand is the first carrier to fly direct from Auckland to Viet Nam, and the service will give greater choice and lower fares for New Zealand passengers flying to this major South East Asian centre,” Mr Key says.

“More than 15,000 New Zealanders already travel to Vietnam each year and this new service is likely to increase those numbers significantly.

“It will also help build bilateral links between New Zealand and Viet Nam, and promote not only tourism but also trade, exports, and business links for the benefit of both countries.

“Currently over 3000 visitors from Viet Nam visit New Zealand each year, and this new service will hopefully encourage more visitors to come.”

BUSINESS BREAKFAST MEETING ON "DOING BUSINESS WITH VIETNAM"

On 10 Nov. 2015, the Embassy of Vietnam had organized a business breakfast meeting on Doing Business with Vietnam and launched the book "A Guide on Doing Business with Vietnam".

Participating in the meeting, there are representatives from the Embassy of Vietnam in New Zealand, ASEAN- New Zealand Business Council, Wellington City Council, Wellington Region Chamber of Commerce and Employers. The participating enterprises have the opportunity to contact with delegation from the Hanoi City People's Committee Chairman Nguyen The Thao's leading business trip to promote trade connections, services and investment in New Zealand. Wellington Mayor, Ms. Celia-Wade Browns attended and speeched at the meeting.

In the welcome speech, Ambassador Nguyen Viet Dung has reviewed the important milestones achievements in bilateral relations as the basis for the consolidation and development on the economic and especially the activities of diplomatic missions VN in New Zealand in the 40th anniversary of diplomatic relations between the two countries was marked by a series of senior leadership group and the local government to visit the two sides and signed friendship agreements effects including Hanoi. The launch of the book Guide to business in English is real economic activity in year of anniversary and a bridge on the journey to New Zealand to help businesses take advantage of potential opportunities and advantages for Vietnam.

Chairman of Hanoi People's Committee Nguyen The Thao appreciated the activities of the two sides have set a solid foundation for improving the status of bilateral cooperation during the preference period, including positive contribution diplomatic missions Vietnam and hopes the two sides will enhance the important cooperation partner in the future. President expressed his appreciation and support for the launch of the book business guide, usher integration between City and Hanoi Representative Office VN in New Zealand in promoting coordination of activities on the areas of cooperation with the needs and strengths of Hanoi and Wellington, while opening up additional information on effective material and institutional system of Hanoi on economic cooperation for re session the next edition of the book Guide to business.

Mayor of Wellington City Ms. Celia Wade-Browns, who had Hanoi visit last Feb. 2015, expressed the wish to expand the cooperation through the commitments of leaders of the two sides marked by the signing of Memorandum of Cooperation between the two capitals to the specific activities on the priority areas of cooperation in the future.

This is one of the economic activities organised by Vietnam Embassy in the year of 40th. Anniversary of diplomatic relations between the two nations held in New Zealand. The requirement of softcopy of the guidebook is available by contacting Vietnam Trade Office.

CAN THO PROVINCE DELEGATION VISITS NEW ZEALAND

The delegation of Can Tho Province People's Commission led by Mr. Nguyen Cong Hien, Chairman, has visited and worked in Wellington from 3 to 4 Nov. The delegation had meetings with Wellington City Council and signed MOU on training cooperation to the province's capacity building with the Victoria University of Wellington.

VIETNAM'S 40 LEADING IT COMPANIES 2015

IT industry in Vietnam has proved its position and attraction as a rapid and stable developing industry to friends and partners from all over the world. During the past 10 years, revenue of Vietnam software industry has been increasing 52 times with an average growth of 25 - 30% per year. With a population of more than 90 million, Vietnam is a big market for ICT applications when the Government is now considering ICT a new paradigm for social, economic development toward modernizing the country. Geographically, Vietnam positions in the ideal location in the region, becoming a hub to expand business to the 600 million population market in ASEAN.

Every year, Vietnam Software and IT Services Association (VINASA) comes across with various requests from international partners regarding a list of trusted companies to cooperate with in Vietnam. Having realized this growing truly need, with the wish to promote bilateral cooperation between Vietnam and other countries, we organize a program to select prestigious and leading IT companies every year to introduce to overseas companies to meet this demand, called "Vietnam's 40 Leading IT Companies Program".

This small and informative book consists of an overview of Vietnam IT Industry in 2015 and a brief introduction of Vietnam's 40 leading IT enterprises operating in 3 business lines: BPO, ITO and KPO; Software, Solutions and IT services; Digital Content, Applications and Solutions for Mobile. These leading companies, which were verified and selected by a reputed council from the annual ranking program organized by VINASA, are trusted partners for foreign companies looking for business cooperation in Vietnam. Please access the link: <http://www.leadingitcompanies.com/#> for the digital version of the book

PARTICIPANT OF THE ASEAN YOUNG BUSINESS LEADERS INITIATIVE

Ms Le Bich Thao is acting CEO of Vinpearl, the tourism branch of Vingroup, the largest real estate development Conglomerate in Viet Nam. Thao is in New Zealand as a participant of the ASEAN Young Business Leaders Initiative, a project managed by the Asia New Zealand Foundation for the New Zealand Government from 15-21 November. She will meet industry leaders in her field, learn about New Zealand's tourism sector and explore ways of enhancing the business linkages between New Zealand and Viet Nam. She is welcome to meet the Vietnam Trade Office and ASEAN- New Zealand Business Council.

LEGAL UPDATE

1. CIRCULAR 28/2015/TT-BCT REGULATES THE PILOT PROJECT FOR SELF-CERTIFICATION OF ORIGIN IN TRADE AGREEMENTS ASEAN GOODS

On 20 August 2015, the Ministry of Industry and Trade issued [Circular 28/2015/TT-BCT](#) provides for the piloting self-certification of origin in trade agreements ASEAN goods. Accordingly, the merchants were selected to participate in the

pilot project for self-certification of origin must meet the following criterias: - As a manufacturer and exporters as commodity traders by the manufacturer.

- None violations of the regulations on certificate of origin (C/O) within 02 year period up to the time of submission of the registration dossier.

- Export turnover went ASEAN granted C/O form D preceding year to reach at least 10 million US dollars.

- Having staff been trained, certificate or certificate of origin of goods by train units specified level MOIT.

Circular 28/2015 /TT-BCT with effect from the date of 05 Oct. 2015

2. DECREE NO.78/2015/NĐ-CP ON ENTERPRISE REGISTRATION

On September 14, 2015, the Vietnamese Government promulgated Decree No.[78/2015/NĐ-CP](#) on enterprise registration. Some new regulations in the Decree are: (i) Time limit for processing an application for enterprise registration is reduced from 05 to 03 working days from the receipt of the satisfactory application; (ii) Organizations and individuals may apply for enterprise registration online. An application for online enterprise registration is satisfactory if it satisfies all of the requirements in Article 36 of this Decree, and (iii) every enterprise is entitled to decide the design, content, and quantity of seals of the enterprise, its branches, and representative offices. An enterprise may have multiple seals with the same design and content. Decree No. [78/2015/NĐ-CP](#) comes into force from November 01, 2015 and replaces Decree No. [43/2010/NĐ-CP](#) and Decree No. [05/2013/NĐ-CP](#).

3. OTHER DOCUMENTS

-Circular 40/2015/TT-BTNMT dated 17th August 2015 on technical process exhaust emission observation.

-Circular 28/2015/TT-BLĐTBXH dated 31st July 2015 guiding on implementing Article 52 of Law Job dated 12th March 2015.

-Decision 8873/QĐ-BCT dated 24th August 2015 on issuing list of administration procedure in scope, management of Ministry of Industry and Trade.

TRADE FAIRS & EXHIBITIONS

VIETNAM ECOTECH 2016

Aiming to a sustainable development of the country, Vietnam's Ministry of Science and Technology of Vietnam (MOST) host the first Vietnam International Exhibition on Ecological Technology - VIETNAM ECOTECH 2016.

Date: 5 - 7 May, 2016

Venue: Saigon Exhibition & Convention Centre (SECC) Ho Chi Minh City.

It is expected as the biggest exhibition on the subject of environment-friendly science which plays as a forum for trade, investment promotion, cooperation and technological transfer of the industry.

VINEXAD Exhibitions & Events

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VIETNAM EXPO 2016

With the topic "Vietnam - enhancing world economic integration", [Vietnam Expo 2016](#) sponsored by the Ministry of Industry and Trade of Vietnam will take place from 6th to 9th April, 2016. Vietnam Expo 2016 is expected to cover 800 booths of companies from more than 20 countries and regions including Belarus, America, Russia, China, Japan, India, Thailand, Singapore, Indonesia, Korea, Taiwan, Hong Kong, Malaysia, Indonesia, Myanmar, Cuba, Cambodia, etc. Apart from foreign enterprises, Vietnam Expo 2016 is also the destination of numerous local companies, especially well-known brands.

BUSSINESS OPPORTUNITIES



AGRICULTURAL PRODUCTS

[Lam Dong Tea Joint stock Company](#) is one of the large enterprises producing tea of Lam Dong province.

To be established in 1976 by state, on the basis of inheriting tea production units existed before 1975 and continued developing and expanding; the company specializes in growing, processing and trading in a variety of tea products.

With the processing technology is completely mechanized, tea leaves supplied from the tea plantations of the company and partly selected from surrounding tea plantations with close control in order to insure food safety for processed products. Yearly the company has ability to supply 6000-8000 tonnes of a variety of tea products including OTD black tea, CTC black tea green tea, scented tea...

Lam Dong tea joint stock Company is capable of stably supplying domestic and foreign costumers with tea products in all kinds, and is simultaneously competent to be a partner in development investment cooperation for businesses interested in trading tea products in Lam Dong. The company's products have been exported to the markets of the countries in Asia, Europe, Northern America Besides tea is main product, the company trades in other local products such as coffee, other agriculture products.... The company is permitted trading in commodities such as machines and equipment, mean of transportation, building materials, garments and handicraft goods.

Lam Dong tea joint stock Company is a member of Vietnam Tea association (VITAS) and is also a member of the Viet Nam Chamber of Commerce and Industry (VCCI).

[VinaPas Viet Nam International Ltd \(VinaPas\)](#) is supplier for agricultural products (fresh and powder type) such as: Tapioca, Corn, Coffee, Sesame, Cashew nut, Green bean, Rice, Ginger, Turmeric, Pepper, Garlic, etc.

The company would like to cooperate with Italian companies in foods, beverage, animal feeds, cookies and spices, to promote and sell Vietnamese products to your market and support for your needed information if you'd like to promote your products in Vietnamese market.

The contact address is below:

Mr. Jr Phi: (+84) 927.244.888- Business Director

Email: dungnp@vinapas.com - Tel: (+84) 466 868 439 - Hotline: (+84) 983 960 842

Founded in 2007, **JSC Vietnam Cacao** (Vietnamcacao) has jointed in program in response to the Government's cocoa and MARD put our country on the world map Cacao, developed into an industry - agriculture bring higher profits for farmers and Vietnamcacao leader in the manufacture of products made from cocoa in Vietnam for domestic market and export.

Besides boost exports of key commodities on FMCGs, the company also exports agricultural commodities such as:

- Rice: Long grain white rice, Medium Rice, Japonica rice, jasmine rice.

- Spices: pepper, coffee (Robusta / Arabica coffee bean, Freeze Dried Coffee), coconut, wheat starch and coal.

Contact person: Nguyen Quoc Anh (Mr.)

International Export Executive

VIETNAM CACAO JOINT STOCK CORPORATION

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MINING AND CONTRUCTION

Thang Long Development Consulting Mining and Construction JSC is active in the mining sector. The company wish to cooperate with businesses New Zealand trading and investment following products:

- Purchase of metal ores: Copper ore, zinc ore, chrome ore, cobalt ore, bauxite, manganese ore, antimony ore, nickel ore, tin ore.... Purchase of non-metallic ores: Phosphorus, caolanh, feldspar...

- Buying and selling of metals: Copper, copper scrap, zinc ingot, lead ingots, aluminum ingots, metal refining, scrap aluminum, steel, stainless steel...

- Buying and selling construction materials: cement, river sand, gravel, limestone, paving stones, bricks, steel construction...

- Investor Relations Business, exploitation, processing and sorting of mineral train projects.

As Vietnam's leading enterprise in the field of minerals, with thousands of customers are the mining companies, mining companies recruit and Mineral Processing with import and export companies in Vietnam and abroad, we wish to extend a long-term cooperation, jointly developed with new partners. To promote and maintain good relations with former partners to confirm the company's position in the market domestically and internationally.

For further information please contact:

Thang Long Development Consulting Mining and Construction JSC

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PAPER- JUMBO ROLL

[Saigon Paper Corporation](#) (“SGP”) is a leading low cost, high quality manufacturer of tissue products (including tissue, toilet rolls and napkins) and industrial paper (including medium, testliner, chipboard and duplex boards) in Vietnam. SGP sells high quality Tissue and IP products in Vietnam and exports internationally. SGP’s Tissue products are sold via distributors (General Trade) and direct to large retailers (Modern Trade) and out-of-home (OOH) customers, while IP products are sold direct to business customers.

SGP owns the number one Vietnamese Tissue brand as well as the most extensive Tissue distribution network in the country. The Company expects revenues to increase to USD 200 million in 2015 and USD 500 million in 2020.

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Wellington 6142

REFERENCES:

- 1 - List of [Vietnam’s Association \(Attachment 1\)](#)
- 2 - List of [Trade Fairs and Exhibition in Vietnam 2015 \(Attachment 2\)](#)
- 3 - Vietnam [Exporters Directory](#)