

BUSINESSES INVITED TO JOIN A MARKET VISIT TO VIETNAM

November 29 – December 03, 2010

Closing Date for Applications – October 22, 2010

The visit is being organised by Staffordshire's International Trade Team. The aim is to take a group of companies representing the expertise of the region to research the market place, obtain new clients and develop partner relationships, ultimately to increase export revenue to the UK.

A pre-visit briefing by UKTI Staff and representatives from Vietnam will be held at The North Staffordshire Chamber of Commerce during November.

Benefits of the Visit:

- Pre-visit and in market briefing by UKTI staff
- British Consulate hosted reception in Ho Chi Minh City
- Excellent networking opportunities through the support of the British Consulate and participation in a West Midlands UK Trade & Investment market visit
- New contacts and shared intelligence within the market visit group

Opportunities in Vietnam:

Vietnam is designated one of UKTI's High Growth Markets. Vietnam's economy grew by 5.32 percent in 2009, making it one of the top expanding economies in the region despite the global financial crisis. The economy saw a double achievement of gaining economic growth and reigning in inflation, indicating the economy was responding well to the government stimulus policies. The UK is the 17th largest investor in Vietnam with total of US\$2.151 billion

In recent years, bilateral trade between Vietnam and United Kingdom has grown strongly, with UK exports of goods increasing from £81.7 million in 2005 to £206.679 million in 2009. In the same period Vietnam's exports of goods to the UK increased from £721 million to £1.06 billion.

Principal UK exports are:

- Power generating machinery and equipment
- General industrial machinery and equipment
- Medical and Pharmaceutical products
- Professional and scientific instruments

There are considerable opportunities in the following sectors:

- Infrastructure (power, transport, telecoms)
- Services (banking, legal, accountancy)
- Telecoms
- Retail

Eligibility:

Small and medium sized West Midlands businesses, who are actively seeking to engage overseas partners and/ or win business in markets outside the UK.

OMIS Service:

To make the best use of your visit, it is essential that you prepare for your visit by identifying and contacting potential business partners / leads before you arrive. The British Consulate and Embassy in Vietnam can undertake specific, targeted research on your behalf as part of our Overseas Market Introduction Service. They can provide fully verified lists of business contacts, with background information, and assist you in arranging meetings. The cost will be agreed in advance of the work. For more information please contact your local International trade team or the event lead.

Travel & Costs:

Companies are free to make their own arrangements via their usual travel provider. There are a number of carriers (Singapore Airlines, Qatar Airways etc) offering low return prices. Any company intending to visit Ho Chi Minh & Hanoi will need to use internal flights via Vietnam Airlines. Please be aware that not all airlines fly from Hanoi

Estimate Cost - £1900.00*

A limited number of grants are available to eligible companies

*Prices include flights, internal flight from HCMC to Hanoi, taxes, accommodation & breakfast daily

Proposed Flight Itinerary:

November 27 – Manchester / Singapore (SQ 327)

November 28 – Singapore / Ho Chi Minh City (SQ172)

December 01 – Ho Chi Minh City / Hanoi (VN 220)

December 04 – Hanoi / Singapore (SQ175)

December 04 – Singapore / Manchester (SQ 328)

Proposed Accommodation Itinerary:

Ho Chi Minh City

Check in 28 Nov – check out 01 Dec, 3 nights
Sofitel Saigon Plaza £120 per room per night on Bed & Breakfast basis

Hanoi

Check in 01 Dec – check out 04 Dec , 3 nights
Sheraton Hanoi Hotel - £110 per room per night on Bed & Breakfast basis

How to Apply:

For further information on the Overseas Visit or to register your interest please contact:

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