



**Invitation:**

**BWA Business Delegation to Vietnam**

**April 10-15, 2024**

**Ho Chi Minh City,  
Bình Định Province & Bình Dương Province**



Dear members of the International BWA Senate,  
Dear partners and friends of BWA,

In January 2024, the **German Federal President Dr. Frank-Walter Steinmeier travelled to the Socialist Republic of Vietnam** on a state visit. With his trip, the Federal President emphasised Germany's goal of strategically expanding and diversifying political and economic relations with Vietnam. In 2025, Vietnam and Germany will celebrate the 50th anniversary of diplomatic relations within the framework of many joint business and cultural activities.

With over three decades of economic growth and political stability, Vietnam has established itself as a major player in Southeast Asia. Vietnam is also focussing on increased economic integration globally. Vietnam is a signatory to relevant multilateral and bilateral free trade agreements, including the EU-Vietnam Free

Trade Agreement (EVFTA), which came into force in 2020, and the world's largest free trade agreement, the Regional Comprehensive Economic Partnership Agreement (RCEP), in January 2022. Germany and Vietnam have been linked by a strategic partnership since 2011. Germany is Vietnam's largest trading partner within the EU and Vietnam is Germany's second largest trading partner within ASEAN. The cultural and humanitarian ties between the two countries are also characterised by a high level of intensity.

On the occasion of the opening of the Vietnam branch office of **our member GvW Graf von Westphalen** ([Announcement in German language](#)) and the **Horasis China Meeting 2024**, the German Federal Association for Economic Development and Foreign Trade (BWA) has the honour of inviting you to join a business delegation to the Socialist Republic of Vietnam.

*"Vietnam is a highly attractive business location in Asia with above-average growth,"* explain Christof Kleinmann and Dr Robert Theissen, both Managing Partners at GvW. *"Many of our clients are now pursuing the 'China Plus 1 strategy' in order to further diversify their trade and supply chains. Vietnam, with its geopolitical location and investment-friendly conditions, is virtually predestined to open up a further foothold in the Asian region".*

*"My team and I are very pleased to join one of the leading German commercial law firms in this country of unparalleled interest to investors. Vietnam's above-average regional growth over the past ten years, coupled with the various investment subsidies, will continue to define Vietnam as one of the most attractive investment locations in the coming years,"* explains Stefan Ewers, the head of the GvW office in Vietnam, that started operations in January 2024.



The programme in Ho Chi Minh City includes meeting with the regional leadership and the opening ceremony of the GvW location in the presence of the **former Vice Chancellor and Federal Minister of Germany, H.E. Dr. Philipp Rösler**, meetings with the government of Vietnam's economic centre and meetings with leading Vietnamese companies.

In the second part of the programme, the delegation participants will have the opportunity to get to know **Binh Định Province by invitation of the regional Government** and **Binh Dương Province**, where they will take part exclusively in the [Horasis China Meeting on 14-15 April 2024](#).

**Programme outline (minor changes will be applied):**

April 9th

Individual arrivals of the participants to Ho Chi Minh City

April 10th

Meetings with Vietnamese government representatives, companies and institutions  
Opening ceremony of the [Graf von Westphalen Vietnam branch office in Vietnam](#) in presence of the former Vice Chancellor and Federal Minister of the Federal Republic of Germany, **Dr. Philipp Rösler**, followed by a reception

April 11th

Meeting with CMC Corporation, a leading Vietnamese corporate group with operations in Europe

April 11th-13th

Binh Định Province by invitation of the regional Government

April 14-15th

Participation of the delegation at the [Horasis China Meeting 2024](#), Binh Dương Province

Bilateral meetings with other conference participants

From April 16th

Individual departures

**Participants will be responsible to make their own travel and accommodation arrangements and cover the related expenses by themselves.** For members of BWA Global Economic Network, the **participation in all programme points listed above is free of charge.** No visa will be needed for German citizens to enter the S. R. of Vietnam for the purpose of this delegation visit. Citizens of other countries who wish to participate in the delegation visit are kindly requested to check the applicable legal provisions on their own responsibility and, if necessary, to contact the relevant Vietnamese diplomatic mission abroad.

The BWA business delegation will be led by Mr. Urs Unkauf, Federal Managing Director of BWA Global Economic Network. The working language will be English.

**Registration:**

Please send us your **expression of interest in participating as soon at your earliest convenience to [events@bwa-deutschland.de](mailto:events@bwa-deutschland.de)**, stating your business interests in relation to the delegation visit and, if available, an **English-language company presentation**. Our federal headquarters will then get in touch with you.

We would like to express our sincere thanks to the following partners for their support and realisation of this delegation trip: **Embassy of the S. R. Vietnam in Berlin, GvW Graf von Westphalen, Horasis - The Global Visions Community.**

We would be delighted to welcoming you as part of our business delegation!

Sincerely yours,  
BWA Global Economic Network