

INVITATION

Danish agri-business, ingredients and food tech delegation to Vietnam

Hanoi & HCMC 25-29 May 2020

Registration no later than Friday 6 March 2020

DANISH BUSINESS DELEGATION

The Embassy of Denmark in Vietnam and the Danish Agriculture & Food Council (DAFC) invite you to participate in an export promotion visit to Vietnam focusing on processing technology for food & agriculture products, and ingredients for dairy, processed meat/seafood. The delegation is set up to maximize your business possibilities in Vietnam.

WHO SHOULD JOIN?

Companies engaged in:

- Ingredients and processing technology for dairy, meat, poultry and seafood
- Agriculture machinery and technology;
- Quality control solution, storage, automation

YOUR BENEFITS

- Get insights about Vietnam's major fields in food including dairy, meat, poultry, seafood and agricultural production.
- Explore business opportunities at B2B meetings with Vietnamese key players and potential customers within dairy, meat, poultry, seafood, rice, coffee and other crops.
- Gain market knowledge and expand your network.

WHY VIETNAM

In 2019, Vietnam's GDP growth rate hit a 7%, making it one of the top growth performers in the region and the world.

Vietnam's agro-forestry and aquatic products processing industry has enjoyed an annual growth rate of 5-7 per cent in 2013-18. Its exports grew by 8-10 per cent a year to a record of US\$40.02 billion in 2018, making Vietnam one of the biggest agricultural, forestry and aquatic product exporting countries in the world. Vietnamese agricultural export is now ranked 2nd in ASEAN and 15th in the world. Besides, Vietnam's agro-forestry and aquatic products are exported to over 180 countries and territories.



Apart from export, food consumption in Vietnam has been on the increase, which also influences on the development of the country's food processing industry. Food and beverages account for the highest proportion of monthly spending of Vietnamese consumers, standing at 35%. The annual food consumption value of the country is estimated at USD 35 billion, equivalent to 15% of the GDP and is forecasted to continue to rise.

Dairy is one of the leading sub-sectors that has strongly developed over the last years in Vietnam. In 2018, the revenue for the dairy sector reached USD 4.7 billion, an increase of 9 percent over 2017. The growth is ascribable to Vietnamese people's incomes and the development of modern sales chain. Due to the market potential, dairy companies have been seen renovating their facilities and production equipment as part of wide-ranging expansion projects. Some have brought a new generation of connected technology to their production in a bid to improve the quality and quantity of their products. Notably, some farms have reached GlobalGAP and organic standards, and built links between their farms and processing plants.



UDENRIGSMINISTERIET
The Trade Council



**Danish Agriculture
& Food Council**

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Due to more than 15 free trade agreements Vietnam has boosted both its domestic market for food and agriculture and its business opportunities for export. Further, over the last years Vietnam has witnessed an increase in new investment projects on agriculture and food processing as well as factory expansion of food and agriculture processors. It has resulted in the demand for not only new machinery and equipment but also innovative ingredients to meet customers' demand for high-value products.

Stakeholders within the dairy, meat, fish and seafood processing sectors have created strong results for many years and continuously put forth investment and expansion plans. That will bring great business opportunities for Danish companies who can supply food ingredients, processing technology, cold storage and quality measure instruments.

It is also worth noting that the EU Vietnam Free Trade Agreement is expected to take effect in July 2020. Vietnam will liberalize 65% of import duties on EU exports to Vietnam immediately with the coming into force of the agreement and the remaining duties being gradually removed over a 10-year-period.

BASIC PACKAGE INCLUDES

- Transportation in Hanoi and Ho Chi Minh City
- Interpreters
- Identification and meeting arrangement with potential Vietnamese partners
- Drop-off airport in Hanoi and pick up airport in Ho Chi Minh City
- Assistance in booking hotels to get corporate price
- General assistance from the Danish Embassy and DAFC

PRICE

The total price for participation in the business delegation to Vietnam is 19.700 DKK (based on five participating companies) excl. flight, hotel and VAT per company for two representatives per company with the Strategic Business Alliance subsidy granted by the Trade Council

Extra representative 1.500 DKK per person.

REGISTRATION

Please submit attached registration form and "Virksomhedsskema" by e-mail to Jeppe Søndergaard Pedersen, jspe@lf.dk or Hang Thi Thu Le, hangle@um.dk

No later than Friday 6 March 2020

CONTACT FURTHER INFORMATION:



Danish Agriculture & Food Council

Jeppe Søndergaard Pedersen
Senior Advisor
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Cell Phone: +45 2331 7450



Royal Danish Embassy, Hanoi

Hang Thi Thu Le
Trade and Investment Advisor
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Photo: Colourbox, URF

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TENTATIVE PROGRAMME, 25-29 MAY 2020

The duration of the visit will be 5 working days, covering both Hanoi, Ho Chi Minh City and neighbouring provinces. During the visit, participating Danish companies will be split into two tracks (1) Food and food ingredients (2) Agriculture and machinery to have B2B meetings with Vietnamese companies.

The targeted Vietnamese companies are those focusing on:

1. Food, limited to dairy, meat, poultry and seafood processing sectors;
2. Agriculture and agriculture machinery relevant to the business fields of participating Danish companies.

Vietnamese companies identified to have B2B meetings with the delegation are either key players in the above sectors or have potential projects in the pipeline. The companies have great interests in meeting with the delegation to explore potential business cooperation with companies from the Danish food and agriculture sector. Some key players such as Vinamilk (dairy), TH Milk (dairy), Vissan (meat processing), Masan (meat processing), Vinh Hoan (fish processing), Quoc Viet (shrimp processing), Trung Nguyen (coffee processing), and Vinafood 1 (rice processing), just to name a few, that will be reached out for the business meeting arrangements.

The tentative business program will contain the following:

Date	Time	Activities
Monday, 25 May	Afternoon	Welcome and briefing at the Danish Embassy
Tuesday, 26 May	Full day	B2B meetings and relevant company visits
Wednesday, 27 May	Morning	Depart to Ho Chi Minh City
	Afternoon	B2B meetings and relevant company visits
Thursday, 28 May	Full day	B2B meetings and relevant company visits
Friday, 29 May	Full day	B2B meetings and relevant company visits



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BINDING REGISTRATION

- We hereby register for participation in the event as described in the invitation:
The total price for participation in the business delegation to Vietnam is 19,700 DKK excl. flight, hotels and VAT per company for 2 representatives with SBA Subsidy.
- Extra company representative 1,500 DKK per person excl. VAT

NOTE: The price is based on 5 participating companies and an expected SBA Subsidy (35% discount for Danish companies) from the Trade Council Denmark in case of 50% of participating SME companies. Please fill in the attached "Virksomhedsskema". The subsidy from the Trade Council of Denmark is only given to Danish companies with a Danish CVR number, residing in Denmark, not their subsidiary companies abroad, so these forms must be filled-in and signed by the Danish company in charge of the activity (local company address is not valid). On the registration form you can if relevant add the contact information of the local participating company. Invoice will always be issued in DKK to the Danish company address.

We reserve the right to offer you participation at a different price should any of the above criteria's change. Should this result in a higher price than quoted, you have the right to cancel your participation. Other expenses not mentioned above are at own expense including visa, flights, dine & drink and hotel.

Company _____

Address _____

Postal Code _____ City _____

Danish CVR number _____

Contact person _____

Participating person _____

Title _____

Mobile & e-mail _____

Date, signature
& company stamp _____

Please return this completed "Registration form" and "Virksomhedsskema" to the Danish Agriculture & Food Council to Jeppe Søndergaard Pedersen, jspe@lf.dk or the Danish Embassy Hang Le, hangle@um.dk

No later than Friday 6 March 2020

Registration is made in accordance with DAFC's terms of participation (attached)



Bilag 10 - Virksomhedsskema

Dette erhvervsfremstød modtager tilskud fra The Trade Council (TC) i Udenrigsministeriet under programmet "Fælles erhvervsfremstød". Skemaet **skal** udfyldes af alle deltagende virksomheder.

Det skal understreges, at virksomheder, som ikke har udfyldt skemaet, eller som har udfyldt skemaet mangelfuldt, **ikke** vil være tilskudsberettiget. Du kan læse nærmere om programmet på [Udenrigsministeriets hjemmeside](#).

Identifikation af fremstødet (udfyldes af koordinator):

Projektets titel	Danish Food and Agriculture Delegation to Vietnam
Projektansvarlig	Jeppe Søndergaard Pedersen
Projektets reference	

Virksomheden forpligter sig i henhold til retningslinjerne for programmet "Fælles erhvervsfremstød" til at deltage i fremstødet, dvs. være til stede og deltage i præsentationer, kontaktmøder mv. Det er dog muligt, at virksomheden kan lade sig repræsentere af et datterselskab eller en lokal agent, som virksomheden har en samarbejdsaftale med.

Oplysninger om virksomheden (udfyldes af deltagende virksomhed)

Navn på støttemodtagende virksomhed (hovedkontor i Danmark):		CVR-nummer:
Adresse:		
Postnummer:	By:	
Virksomhedsform:		Hovedtelefonnummer:
Omsætning seneste regnskabsår (mio. DKK):*		Antal ansatte:*
Modtaget "de minimis"-støtte fra dags dato, dvs. det indeværende og de to forudgående regnskabsår, ekskl. det aktuelle projekt: ** Sæt kryds i én af følgende: <input type="checkbox"/> Ja <input type="checkbox"/> Nej		Hvis "ja", angiv beløb i DKK:
Navn på person som deltager i fremstødet:		
Direkte mailadresse:		

Undertegnede, der er ansat i og bemyndiget af ovenstående virksomhed til at ansøge om deltagelse i Fælles erhvervsfremstød og Delegationsbesøg til Danmark, erklærer på tro og love, at ovenstående oplysninger er korrekte***, og at virksomheden er bekendt med EU's "de-minimis"-regler.

Dato:	Navn på tegningsberettiget underskriver:
Underskrift:	

*En virksomhed betegnes som SMV, når virksomheden har under 250 ansatte samt en årlig omsætning på max. 375 mio. kr. i seneste regnskabsår.

Støtte i form af tilskud til "Fælles erhvervsfremstød" i henhold til EU-reglerne for "de minimis"-støtte, jf. Kommissionens forordning (EU) nr. 1407/2013 af 18. december 2013 om anvendelse af artikel 107 og 108 i traktaten om Den Europæiske Unions funktionsmåde på "de minimis"-støtte. Virksomheder må ikke modtage "de minimis"-støtte, der overstiger grænsen, som "de minimis"-forordningen fastsætter, dvs. EUR 200.000 over 3 regnskabsår. **Såfremt der ikke er modtaget støtte, skal dette angives ved at sætte kryds i nej-feltet.

*** Ifølge lov nr. 53 af 31. januar 2001 om visse aspekter af Danmarks Eksportråds virke, § 7, stk. 1, gælder: "Med mindre højere straf er forskyldt efter anden lovgivning, straffes med bøde den, der i forbindelse med en ansøgning om tilskud afgiver urigtige eller vildledende oplysninger eller fortier oplysninger af betydning for en sags afgørelse."

1. Basis of the agreement/contract

The contractual basis for participation in a collective export promotion event under the auspices of DAFC is comprised of:

- 1) a binding registration form filled in and signed by a duly authorised representative of the company, and
- 2) these present general conditions for participation.

2. Conditions for participation

The extent and conditions of participation, as well as the services to be provided by DAFC, are laid out in the presentation material sent, which includes a description of the practical implementation of the export promotion event. By signing the binding registration form, participating companies give their approval of the presentation material sent and of the prices, conditions and provisions described therein.

DAFC is under obligation to supply the services described in the presentation material. The participating companies are obligated to comply with the conditions for planning and implementing the export promotion event described in the material, including meeting the deadlines given for sending in material etc. to DAFC.

DAFC's handling of services is conditional on not being delayed or prevented by *force majeure*, including but not limited to war, lockout, strikes, civil commotion, natural disasters or other circumstances beyond the control of DAFC. If an export promotion event is cancelled on one or more of the above grounds, the companies registered are under an obligation to pay their share of costs already defrayed during preparation, insofar as these costs cannot be covered by co-financing via export promotion funds.

3. Financial conditions

By returning the binding registration form, the company commits itself to pay the cost indicated for participating in the export promotion event. DAFC's cost calculations (see material sent) are based on a minimum number of participants. Should this minimum number of participants not register, DAFC reserves the right to cancel the event or send out revised material containing new prices, which will form the basis for the possible implementation of the promotion with a reduced number of participants. DAFC reserves the right to adjust the prices given to follow changes in exchange rates, in the event of increases in rental for the premises, and in the event of higher prices due to common decisions about changing and expanding the event relative to the original material sent out.

4. Invoicing

Unless otherwise agreed, invoices will be issued as follows:

- 1) 100% on account with binding registration,
- 2) final invoice when the event is over and after all costs, such as any extra services agreed upon, are included.

If DAFC's terms of payment are not met, DAFC reserves the right to consider the agreement repudiated under section 6. If the invoices issued are not paid by the deadlines set, DAFC is entitled to add interest to the amounts due at the prevailing rate for overdraft facilities as of the expiration of the deadline for payment.

5. Co-financing

In the event that co-financing can be expected via general export promotion funds, the representation material sent will indicate that co-financing will be applied for by DAFC. Participating companies are obligated to provide the necessary documentation and other information relevant to co-financing of the export promotion event.

6. Cancelling the agreement

Registering for an export promotion event is binding once the registration form has been filled in and sent to DAFC. Thus, DAFC has a claim on the price agreed regardless of whether the company subsequently cancels or reduces its participation. In cases of co-financed promotion, the company's registration is conditional on whether co-financing is granted. If a company, for any reason, cancels its participation, the company must pay the full participation fee, including any subsidy, if the subsidizing partner decides to withdraw its subsidy to the company's participation as a consequence of the company's cancellation.

7. Transport and insurance

Unless otherwise agreed with DAFC, participating companies are charged with buying their necessary insurance for their employees and goods, exhibition and information materials, covering damage incurred in transit or while the event is being held.

8. Venue

In the event of any dispute or controversy between the parties regarding the interpretation or construction of the conditions for participation or an alleged breach of contract by either party to this Agreement, such dispute or controversy shall be settled by arbitration.