

# TRADE MISSION TO VIETNAM & THE PHILIPPINES

APRIL 9-13, 2018

OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

## ABOUT THE TRADE MISSION

Pennsylvania's Office of International Business Development (OIBD) invites you to join us on a business development mission to Vietnam and the Philippines.

Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Southeast Asia. We can help you meet your business objectives by designing a business itinerary tailored to your company's specific needs.

This mission, to one of the most rapidly growing regions of the world, will aggressively promote commercial ties and encourage small- to medium-sized businesses to explore new trade opportunities. The mission is open to all industry sectors.

As a mission participant, you will receive:

- Pre-arranged, one-on-one business appointments with prequalified business partners based on your criteria
- Detailed background information about each company provided in advance
- Logistical assistance
- Services of the commonwealth's trade representative
- Follow-up assistance after the mission

## REGISTRATION

- Deadline: January 27, 2018 (All participation agreements must be completed and submitted with full payment by this date.)
- First 10 qualified companies will be accepted
- Registration fee: \$600

Companies are responsible for all travel and business-related expenses.

## TRADE MISSION ITINERARY

<b>Sunday, April 8</b>	Arrive in Ho Chi Minh City, Vietnam
<b>April 9-10</b>	Business meetings in Ho Chi Minh City
<b>April 11</b>	Depart for Manila, Philippines
<b>April 12-13</b>	Business meetings in Manila
<b>April 14</b>	Depart for Pennsylvania

## WHY THESE MARKETS?

### VIETNAM

With a current GDP of about US\$200 billion and an average growth rate of 6.5% in 2015 and 2016, Vietnam has become the United States' fastest growing export market in the last two years. This growth is potentially sustainable with forecasts reaching 6.7% for 2017 and 2018.

U.S. exports to Vietnam in 2016 were at \$10.2 billion, up 43 percent from 2015 and up 823 percent over the past decade.

Key U.S. goods exports to Vietnam include electrical machinery, aluminum, aircraft, cotton and industrial machinery. Vietnam is the U.S.'s 10th largest agricultural export market, with exports of \$2.7 billion in 2016. Other promising opportunities are in ICT, oil and gas exploration, power generation, transportation infrastructure construction, environmental project management and technology, aviation, healthcare and education.

In Vietnam, English is becoming a popular second language.

### PHILIPPINES

At about US\$300 billion current GDP and a 6.4% average growth rate in 2015 and 2016, the Philippines is the 10th fastest growing economy in the world. Forecasts look very promising as growth is estimated at 6.7% until 2018.

The United States is the Philippines' third largest supplier, with a nine percent share of the country's imports.

Best prospects for U.S. companies in the Philippines are in energy, ICT, transportation infrastructure, medical equipment, agricultural products, and water resources. Other promising sectors include franchising, aviation, and security. The Philippines also ranks in the top 10 markets in the world for U.S. food and beverages

The Philippines is a former U.S. colony, leaving a huge influence in the country's present day culture, including becoming the fourth-largest English-speaking country in the world.

### For more information, contact:

**Linda Foerster**  
International Program Manager  
Office of International Business Development  
717.214.5306 | lfoerster@pa.gov

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**Attention: Linda Foerster**

A participation check for \$600 must accompany this form. Limited mission slots will be filled on a first-come, first-served basis. Please make your registration check payable in the amount specified to the *Commonwealth of Pennsylvania* and forward with a copy of this agreement to:

Pennsylvania Department of Community & Economic Development  
Office of International Business Development  
c/o Linda Foerster  
Commonwealth Keystone Building  
400 North Street, 4th Floor  
Harrisburg, PA 17120-0225

**Registration deadline is January 27, 2018**

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
EMAIL:	WEBSITE:	

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms necessary to be a participating company in the Trade Mission to Vietnam & the Philippines:

- No foreign produced items may be included, except items from foreign countries that have been processed or value-added in Pennsylvania.
- The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- In the event the participating company withdraws from participation in this event, the participating company will be subject to forfeiture of the entire participation fee.
- All participating companies must provide information on the results attained through participation in this trade mission/show to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of attending the trade mission/show. This information is confidential and will be held in strictest confidence.

\_\_\_\_\_  
Authorized Representative (print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date