# **VIETNAM B2B DIRECT** International Trade Solutions





### "Vietnam Trade Solutions"

- "Vietnam B2B Direct" is a "Business Sourcing, Supply Chain and Trade Solutions Provider" in Vietnam for Worldwide companies
- We ensure that our clients immediately overcome the two key challenges associated with international trading:

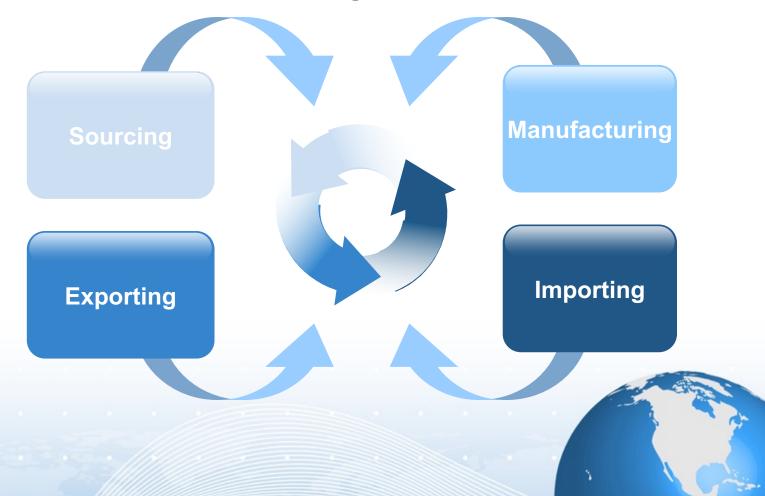


- We operate three international offices:
  - Vietnam: Our 4 story Head Office is conveniently located near the Ho Chi Minh City Airport with offices in Nha Trang and representation throughout Central and Northern Vietnam
  - Canada: Branch Office in Cobourg, Ontario Canada
  - United States: Representative in Goodyear, Arizona USA



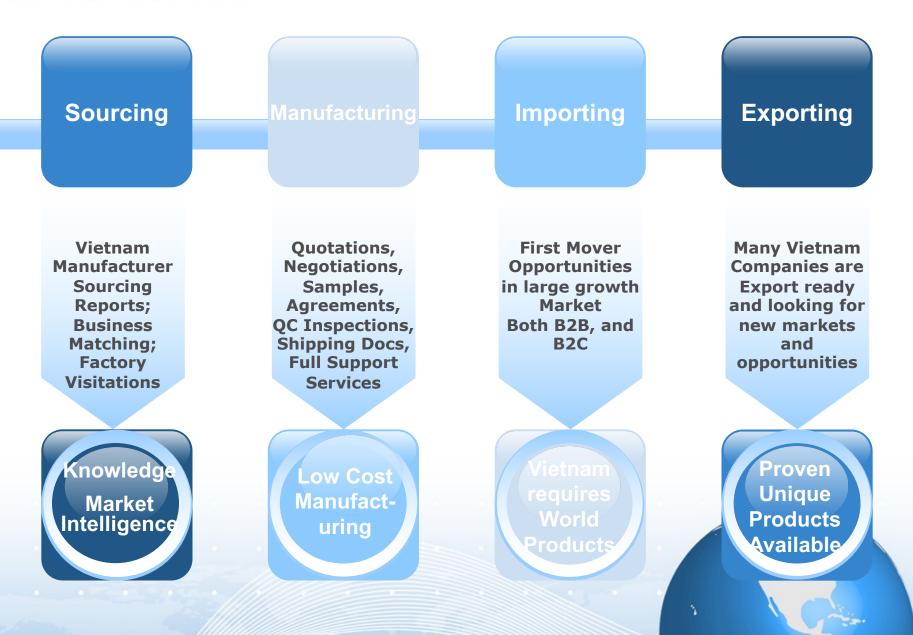
#### **"Vietnam B2B Direct" Services**

• "Vietnam B2B Direct" offers a wide-range of services that fall under four broad categories:





#### "Vietnam B2B Direct" Services





### "Vietnam B2B Direct" Staff

- "Vietnam B2B Direct's" Management Group consists of well educated English-speaking Vietnamese Personnel in its Vietnam operations trained in "western business practices"
- "Vietnam B2B Direct's" Staff includes Sourcing Specialists, Business Development and Sales Reps, Content Manager, Quality Control Engineers, Administration, and Field Agents
- "Vietnam B2B Direct" utilizes additional industry and government experts as required with its projects with representation in both North and South Vietnam





### Why the Interest in Vietnam?

- Worldwide Companies are seeking new primary and secondary sources for low cost manufacturing, quality products and competitive pricing
- The China factor of increasing production costs, removal of incentives, factory closures, rising foreign exchange rates, new employment protection laws and political uncertainty have effected the bottom-line of Buyers everywhere
- Vietnam represents manufacturing, import and export opportunities
- We have sourced and manufactured products for Clients in Stainless Steel, Aluminum, Metalworks, Tools, Plastics, Rubber, Textiles, Garments, Sportswear, Activewear, Cut and Sew Products, Bags, Backpacks, Baby Products, Pet Accessories, Footwear, Kitchen & Home Products, Office and Home Furniture ... And the list roes on the second second



#### **Vietnam Facts**

- Full name: Socialist Republic of Vietnam
- Population: 98,186,856 million (est. 2022)
- Capital: Hanoi, Population:5,067,000
- Largest city: Ho Chi Minh City, Population: 9,077,000
- Area: 329,247 sq km (127,123 sq miles)
- Major language: Vietnamese
- Major religion: Buddhism
- Life expectancy: 70 yrs (men), 75 yrs (women)
  Monetary unit: dong (VND) 24,800 VND = \$ 1.00 USD
- Main exports: Rubber, rice, tea, coffee, petroleum, seafood, furniture, plastics
- GNI per capita: USD \$296.66 monthly 2021
- Internet domain: .vn
- International dialing code: +84









### **Vietnam Today**

#### • Economy

- Open Market Economy since 1995
- 2<sup>nd</sup> fastest growing economy in the world
- GDP Growth = 6.5 % + Forecast 2022
- Growth driven by:
  - Domestic Private Sector
  - Foreign Direct Investment
  - Growing Exports
- Diplomatic and Trade Relations with 170 countries
- Vietnam became a Member of the World Trade Organization (WTO) in January 2007









### **Vietnam Today**

- Population Age 2021
  - 0 14 = 23.17%
  - **14 64 = 68.62%**
  - **65+ = 8.21%**
  - Median Age is 32.5 years old, thus a young ambitious workforce
- Business Environment
  - Stable and equal socio-political environment
  - Competitive cost of labor
  - Foreign Direct Investment strongly supported by Government
  - Main investors ... USA, Japan, Singapore Taiwan, South Korea and Hong Kong







### Some of Vietnam B2B Direct's Clients



the home authority





















### Some of Vietnam B2B Direct's Clients















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#### American Chamber of Commerce Ho Chi Minh City Chapter highlights "Vietnam B2B Direct" as the *"go to company"* for Sourcing …

#### FAQ - How do I find a supplier (or build a factory) in Vietnam?

We are conducting research to locate potential manufacturers for our products, and to investigate the possibility of acquiring (or design build) a manufacturing facility in Vietnam. We do not have a current contacts to assist with business relations in Vietnam. Can you provide such services or information?

#### Answer

We have received many questions from U.S. Companies that want to source product from Vietnam, either find an existing supplier or build their own factory. Please read below carefully, click on the links and explore all the information that is available ...

<u>Vietnam B2B Direct</u> offers complete supply chain management services, customized to clients' needs ...

http://www.amchamvietnam.com/478







Vietnam B2B Direct is very proud to announce the 10th anniversary of doing business in Vietnam!





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### **Contacting "Vietnam B2B Direct"**

#### Key Vietnam B2B Staff

- Bill Gadd, CEO (billgadd@VietnamB2BDirect.com)
- Hoang Thi Thuy Hang, Managing Director Vietnam Sourcing & Purchasing
- Trinh Le Trinh QC Engineer; Nguyen Nhat Khanh Linh QC Engineer
- Pham Thi Lan, Senior Sourcing Merchandiser
- Nguyen Thi Minh Tam Sourcing Merchandiser
- Le Thi Thuy Duong Administration Manager
- Bria Gadd International Sales Director
- Online
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#### Vietnam Head Office

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#### **USA Representative**

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#### **Canada Office**

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