

### 1) Vietnam Business Lunch on 3<sup>rd</sup> of March 2011 in Zurich at the Serv

Vietnam has strongly developed into an export destination also for Swiss firms. In the same time Vietnam offers increasing opportunities for sourcing of different products. Sourcing from Vietnam may also be considered as risk reduction and when related to procurement dependency from China.

Additional opportunities in Vietnam are given for Swiss firms with production set-up in China. Cross border trade between China and Vietnam offers incentives for high quality products that traditionally would be imported from Switzerland.

Understanding that Vietnam is a new market place with opportunities the threats have also to be addressed. This Vietnam Business Lunch follows a series of activities from the organizers and that aims to practically bring closer the Vietnamese markets to Swiss businesses. Network opportunities are given and different key topics can be discussed (software, industrial, consumer goods, sourcing, HRM, cultural)

Keynote speakers are from the Vietnamese embassy in Berne, Serv, Swiss export organization, Swiss Center Vietnam, a Best Practice Case... speeches will be given in German and partly in English language.

Time from 11.30 to 15.00, **Date 3<sup>rd</sup> of March 2011.**

Early application fee is 80 CHF, after 31<sup>st</sup> of January the fee is 90 CHF, including lunch.

I am interested to join the 3<sup>rd</sup> of March business lunch  number of persons\_\_

Please indicate your areas of interest

Energy

Waste handling and environment

Automotive

Machining

Pharma & Chemical

Education and software

Infrastructure

Investment

  
  
  
  
  
  
  

Sourcing, type\_\_\_\_\_

Other areas \_\_\_\_\_

### 2) SME Business Trip to Vietnam

After the successful business trip of spring 2010 a further trip is offered in the spring 2011. This next trip again will consider the needs of the participants and is very practical oriented in order to make business contacts and elaborate on your business opportunities. **Date 28<sup>th</sup> March to 1<sup>st</sup> of April 2011.**

I am interested in the business trip and need more information

### 3) Swiss Center Vietnam – SCV

I am interested in the SCV representation services in Vietnam

---

Company : ..... Contact Person: .....

Telephone: ..... Email: .....